

December 2012

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 November 30, 2012

LRGV/CCBO Top 10 Volume 7(a) Lenders

1. BBVA Compass Bank	12	\$1,762,000
2. JP Morgan Chase Bank	6	\$1,673,400
3. First Community Bank-CC	2	\$ 855,000
4. Wells Fargo Bank	2	\$ 529,500
5. Capital One Bank	2	\$ 60,000
6. American Bank, N.A.	1	\$4,000,000
7. Commonwealth Business Bank	1	\$3,630,000
8. Live Oak Banking Company	1	\$2,000,000
9. ValueBank Texas	1	\$ 50,000
10. Elsa State Bank & Trust Co.	1	\$ 30,000

LRGV/CCBO Top Volume CDC's

None

LRGV/CCBO Top Volume 504 Third Party Lenders

None

*Year to Date
Loan &
Dollar
Volume:
29 Loans
Approved for
\$14,588,900*

Transition to a new Central Servicing Agent for the CDC Program

As stated in SBA Information Notice 5000-1256 (effective date November 5, 2012,

On August 3, 2012, the U.S. Small Business Administration (SBA) awarded Wells Fargo Bank, N.A. (Wells Fargo), in a joint business relationship with PricewaterhouseCoopers (PwC), the contract to serve as the Central Servicing Agent (CSA) for the Certified Development Company (CDC) loan program.

Wells Fargo will not begin to perform the CSA function until the transition from the incumbent, Colson Services (Colson), is completed. The CSA contract transition period began on October 1, 2012, and is expected to last approximately 120 days. During the transition period, Colson will continue to perform the functions of the CSA in connection with all new debenture sales and all previously sold debentures. Once the transition is complete, Wells Fargo will assume all such responsibilities.

The only immediate change to the program is the revision of the Servicing Agent Agreement (SAA) and the Automated Clearing House (ACH) form. The revised SAA, which is attached to this notice, replaces the name "Colson Services" (on pages 1, 2, 3, and 6) with blank fields that are to be completed by the CSA. This change was made to anticipate the eventual transition from Colson to Wells Fargo. The revised form should be used during the transition period and until SBA updates the SAA to incorporate references to the new CSA. The revised ACH form (from the CSA Manual), which is also attached, replaces the name "Colson Services" with "the CSA identified in the SAA" and should be used effective immediately. This change was made to avoid the need for future changes to the form to reflect future CSA changes.

Wells Fargo will administer the CSA contract through its Corporate Trust Services office located in Columbia, Maryland. The address is:

Wells Fargo Bank, N.A.
Corporate Trust Services
SBA 504 Program Team
9062 Old Annapolis Road
Columbia, MD 21045-1951

Please continue to contact Colson, through normal channels, for questions about existing CSA operations, through the transition period. Additional information regarding the transition will be provided in forthcoming notices.

Extension of and Changes to the Community Advantage Pilot Loan Program

As stated in SBA Information Notice 5000-1257 (effective date November 12, 2012) This notice announces the extension of and changes to the Community Advantage (CA) Pilot Program that have been published in the Federal Register on November 9, 2012 (77 FR 67433) and incorporated into an updated Community Advantage Participant Guided dated November 13, 2012. The CA Participant Guide can be found on SBA's website at www.sba.gov. These revisions became effective November 9, 2012.

Key features of the revised CA Pilot Loan Program are as follows:

- I. Extends the pilot program an additional three years to March 15, 2017;
- II. Lowers the minimum amount of fidelity insurance that some CA Lenders must maintain;
- III. Simplifies the reserve requirements for CA Lenders including reducing the loan loss reserve requirement for the unguaranteed portion of the CA Lender's CA loan portfolio to 5%, establishing the loan loss reserve amount required for the guaranteed portion of loans sold into the secondary market at 3%, and reserving SBA's right to modify the reserve requirements for individual CA lenders when warranted based on their risk characteristics or portfolio performance;
- IV. Allows mission-oriented organizations that act as loan referral agents to CA Lenders to refer to themselves as "Community Advantage Associates";
- V. Permits the refinancing of loans made in the SBA Microloan Program;
- VI. Waives the regulation that requires CA Lenders to prepare financial statements on an accrual basis; and
- VII. Changes the location where CA loan guaranty purchase requests are processed from the National Guaranty Purchase Center (NGPC – Herndon) to the Fresno and Little Rock Commercial Loan Servicing Centers.

★For further detailed information on these changes refer to the SBA Information Notice 5000-1257 or contact **Maria Perez via e-mail maria.perez@sba.gov or by phone (956) 427-8533 ext. 242.**

SBA Lender Training Available Upon Request:

1. Introduction to SBA Lending – The 7(a) Loan Program
2. Small/Rural Lender's Advantage Loan Program – designed to encourage small community/rural lenders to partner with SBA by simplifying and streamlining the Agency's application process and procedures, particularly for small SBA loans. This program is for lenders that have no more than 20 SBA loans (averaged in last 3 years).
3. Small Loan Advantage
4. 504 Loan Program
5. Closing of SBA Loans
6. Reporting Requirements on SBA Loans via 1502 Reports
7. Servicing, Liquidation and Purchase Procedures of SBA Loans
8. Loans

Please contact Maria G. Perez at 956-427-8533, x242.

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.

SBA Lender Appreciation Days Celebrated!

The Harlingen District & the Corpus Christi Branch offices each held a “Lender Appreciation Day” in December 2012 to celebrate area lenders’ accomplishments and contributions to the small business community via the use of the SBA 7(a) and 504 loan programs for FY 2012. Lenders that were presented with awards were:

Harlingen District Office

- BBVA Compass Bank
Rio Grande Valley
Highest Volume in 7(a) Loans by numbers & by dollars
- Brownsville Local Development Company, Inc.
Brownsville, TX
High Volume CDC Lender
- Lone Star National Bank
McAllen, TX
Supported Dollars High Volume Lender (as a 504 Third Party Lender)
- JP Morgan Chase Bank
Rio Grande Valley
One of the TOP 5 High Volume Lenders
- Texas Certified Development Company, Inc.
Austin, TX
One of the TOP 5 High Volume Lenders

Corpus Christi Branch Office

- BBVA Compass Bank
Corpus Christi
Highest Volume of 7(a) Loans
- ValueBank Texas
Corpus Christi, TX
High Volume in 7(a) Dollars and Supported Dollars High Volume Lender (as a 504 Third Party Lender)
- Texas Certified Development Co., Inc.
Austin, TX
High Volume CDC Lender
- First Community Bank
Corpus Christi, TX
One of the TOP 5 High Volume Lenders
- American Bank
Corpus Christi, TX
One of the TOP 5 High Volume Lenders
- Wells Fargo Bank
Corpus Christi, TX
One of the TOP 5 High Volume Lenders