



**U.S. Small Business Administration**  
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February 28, 2007

**Subject: Increase Your Veteran Lending Outreach by Offering SBA Incentives**

Dear Lender:

For over 200 years, this nation has called upon our citizens to serve in the Armed Forces to protect us against foreign threats. Our way of life and the freedoms we enjoy today are constantly being purchased by the sacrifices of the men and women who choose to serve in all branches of the Armed Forces, the National Guard and the Reserves.

SBA, through our Massachusetts District Office, would like to give our participating lenders the opportunity to show appreciation to our veterans through special veterans' incentives on SBA loans. This opportunity has been offered in other SBA district offices with great success. Lenders are electing to either provide **lower interest rates or waive repayment of part or the entire SBA guaranty fee on loans to veterans**. To view other SBA offices' press releases regarding this initiative and the listing of participating lenders, go to: [http://www.sba.gov/idc/groups/public/documents/nj\\_newark/njvetsoffer.pdf](http://www.sba.gov/idc/groups/public/documents/nj_newark/njvetsoffer.pdf) and [http://www.sba.gov/idc/groups/public/documents/va\\_do\\_files/vetincentives.pdf.pdf](http://www.sba.gov/idc/groups/public/documents/va_do_files/vetincentives.pdf.pdf).

We encourage all lenders to participate in this special outreach initiative to veterans. Please consider what you can do to help and respond to me with the veterans' incentives your lending institution is willing to provide. We will issue a press release, list participating lenders on our website, and provide the list of lenders in all of our veteran outreach events. We will also need to know the length of time you will offer these incentives as well as a bank contact for this initiative.

Please contact Anne Rice Hunt, lead lender relations specialist in the Boston office or Bob Nelson, branch manager at our Springfield office with your response. Either can be reached by telephone or email:

Anne Rice Hunt	617-565-5577	<a href="mailto:anne.hunt@sba.gov">anne.hunt@sba.gov</a>
Bob Nelson	413-785-0484	<a href="mailto:RHNelson@sba.gov">RHNelson@sba.gov</a>

Please respond by April 13, 2007 in order to be included in the press release. Let's give our vets a big "Thank You" for their sacrifices!

Sincerely,

Maurice L. Dubé  
District Director  
Massachusetts District Office  
617 565 5561

*America's Small Business Resource*

