

Helping small businesses
start, grow and succeed.



U. S. Small Business Administration

BANKNOTES

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www.sba.gov/ok

August 2008

SBA welcomes Acting Administrator Sandy Baruah

Sandy K. Baruah was designated Acting Administrator of the U.S. Small Business Administration on August 15, 2008.

Baruah, who is pending Senate confirmation as SBA Administrator, has served in the Bush Administration since 2001. Prior to SBA, he was the Assistant Secretary for Economic Development at the Department of Commerce, and comes to SBA with a



keen understanding in how to promote local business growth, manage organizational change, and respond to federal disasters.

Baruah helped lead significant accomplishments for EDA, including the agency's induction into the Balanced Scorecard Hall of Fame, passage of EDA's Congressional reauthorization, the agency's inclusion in President Bush's Executive Order which established the Preserve America Initiative, and achieved the second-highest effectiveness ranking from the White House's Office Management and Budget.

Prior to joining President Bush's

team at the Commerce Department, he spent seven years with a Portland, Oregon-based corporate management consulting firm. As a business consultant, he worked on engagements with clients such as Walt Disney World, Intel, Key Bank and Citizens Bank.

Sandy Baruah's previous government service includes work with U.S. Senator Bob Packwood and service to President George H.W. Bush, with positions in the office of the Secretary of Labor and the Secretary of the Interior. Mr. Baruah holds a B.S. from the University of Oregon and earned an M.B.A. from Willamette University.

Lenders have 90 days to request extension after loan maturity date on short term loans

Lenders who wish to extend the maturity date of a 7(a) loan must contact the appropriate Commercial Loan Servicing Center, or the Office of International Trade for Export Working Capital Program (EWCP) loans, to request an extension of the maturity date. Requests for extensions must be done within 90 days of the maturity date of the loan.

Lenders must request this extension by completing [SBA Form 2237](#), 7(a) Loan Post Approval Action Checklist, and paying the additional guaranty fee required for loans with maturities greater than 12 months. Effective immediately, SBA will begin notifying each lender 30 days after

the maturity of any 7(a) loan of 12 months or less.

If SBA does not receive a request for extension within 90 days following the original maturity date of the loan, SBA will notify the lender that the loan's status has been changed to Paid-In-Full status and SBA's guaranty has been cancelled. The lender may request reinstatement of the guaranty within 30 days, subject to funding availability and provided certain conditions are met.

A copy of SBA Form 2237 may be downloaded from http://www.sba.gov/idc/groups/public/documents/sba_homepage/

Sacramento Loan Processing Center Moves

The Sacramento Loan Processing Center has moved to a new location.

Address:

Sacramento Loan Processing Center
6501 Sylvan Road, Suite 111
Citrus Heights, CA 95610

Fax numbers:

Loan Applications, 916-231-3555
Lender Nominations and Renewals,
916-231-3552

Phone numbers:

PLP/SBAExpress/Comm. Express Apps.:

Hien Nguyen..... 916-231-3494
Hardy Slay 916-231-3474
Barbara Stefani..... 916-231-3475
Richard Taylor..... 916-231-3499

Lender Nominations and Renewals:

Sally Schimmel..... 916-231-3470

Small Firm Lending Pace Accelerated in 2007

Small Loans up 15 Percent, Dollar Value up 8 Percent

The number of small business loans outstanding under \$1 million increased by 15 percent between June 2006 and June 2007, according to a report released by the Office of Advocacy of the U.S. Small Business Administration. A subset of loans—those between \$100,000 and \$1 million—increased more than twice as much, by almost 32 percent. The total dollar value of small business loans increased by about 8 percent. Smaller loans under \$100,000, which include many business credit card loans, increased in total dollar value by 9.4 percent. All of these were higher rates of growth than over the 2005-2006 period.

“Small business survival depends on access to adequate capital for startup and expansion,” said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. “This annual lending report gives small businesses and financial institutions the hard data they need about the availability and use of credit in their markets.”

The report, *Small Business and Micro Business Lending in the United States for Data Years 2006-2007*, uses both Consoli-



dated Reports of Condition and Income from June 2007 and Community Reinvestment Act reports for 2006 to review small business lending activities by financial institutions. The

report also covers savings banks and savings and loan institutions.

The report ranks lenders in each state and territory by their small business lending activities, as well as large national financial institutions. A complete ranking of lenders, including prior annual reports, is available at www.sba.gov/advo/research/lending.html. Lenders are ranked on their overall small business lending, not by lending under SBA programs.

The Office of Advocacy, the “small business watchdog” of the federal government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President.

For more information, a complete copy of the report, and rankings of lenders by state, visit the Office of Advocacy website at www.sba.gov/advo.

Oklahoma Lenders recognized during Mid-America conference

The 14th Annual MALC was held August 11-13, 2008 at the Grand Hyatt in San Antonio. More than 400 people attended the event that provided training and networking opportunities for lenders of all types who participate in the SBA loan programs.

Workshops provided the latest information on SBA programs and opportunities to hear directly from top SBA and lender association officials, and other experts.

On the last day of the event, the following Oklahoma lenders were recognized during a **Lender Excellence Award Breakfast:**

Lender Award Winners



Rising Star Award

Central National Bank & Trust Company, Enid

Central National Bank & Trust Company has made a concerted effort over the past year to reevaluate their SBA loan program. Now an active SBAExpress lender, they have increased their total SBA loan volume eight-fold over the past year and continue to seek out additional lending opportunities.



Top Producing 7(a) Lender

BancFirst, Oklahoma City

118 loans made

July 1, 2007 to June 30, 2008

Total dollar amount..... \$27,388,233

Average dollar amount..... \$232,104



Top Producing 504 Lender

Rural Enterprises of Oklahoma, Inc., Durant

29 loans made

July 1, 2007 to June 30, 2008

Total dollar amount..... \$15,026,000

Average \$ amount..... \$518,138

The 15th Annual Mid-America Lender's Conference is tentatively scheduled for Aug. 3-5, 2009 in HOUSTON.

OKLAHOMA TOP 10 SBA LENDERS & CDCs THROUGH JULY - FY 08

Top volume lenders by number of loans

1	BancFirst	97 loans	\$24,888,500
2	JP Morgan Chase Bank, N.A.	60 loans	\$3,364,200
3	Innovative Bank	39 loans	\$830,000
4	Arvest Bank	31 loans	\$5,859,400
5	ONB Bank & Trust Company	21 loans	\$6,695,300
6	Borrego Springs Bank, N.A.	16 loans	\$530,000
7	MidFirst Bank	14 loans	\$2,139,000
8	Arkansas Valley State Bank	13 loans	\$1,594,900
9	Business Loan Center, LLC	13 loans	\$495,000
10	First Commercial Bank	10 loans	\$793,500

Top volume CDCs by number of loans

1	Rural Enterprises of Oklahoma,	28 loans	\$14,382,000
2	Tulsa Economic Development	21 loans	\$13,702,000
3	Small Business Capital Corp.	21 loans	\$11,295,000
4	Metro Area Development Corpo-	8 loans	\$6,921,000

Top volume lenders by dollar value of loans

1	BancFirst	97 loans	\$24,888,500
2	ONB Bank & Trust Company	21 loans	\$6,695,300
3	Arvest Bank	31 loans	\$5,859,400
4	CIT Small Business Lending	6 loans	\$5,031,800
5	First American Bank, Purcell	5 loans	\$3,715,750
6	JP Morgan Chase Bank, N.A.	60 loans	\$3,364,200
7	Bank of Oklahoma, N.A.	6 loans	\$2,700,873
8	Citizens Bank of Oklahoma	2 loans	\$2,645,000
9	Regent Bank & Trust Company,	6 loans	\$2,617,000
10	Security Bank	4 loans	\$2,514,460

Top volume CDCs by dollar value of loans

1	Rural Enterprises of Oklahoma,	28 loans	\$14,382,000
2	Tulsa Economic Development	21 loans	\$13,702,000
3	Small Business Capital Corp.	21 loans	\$11,295,000
4	Metro Area Development Corp.	8 loans	\$6,921,000

Top 10 Oklahoma SBA Loans in June

07/22/2008
DODGE CHRYSLER JEEP
TULSA
\$2,000,000.00
TULSA ECONOMIC DEVELOP. CORP.

07/28/2008
AIR HYGIENE INTERNATIONAL INC
BROKEN ARROW
\$1,326,000.00
TULSA ECONOMIC DEVELOP. CORP.

07/07/2008
PREMIER JET CENTER, INC.
TULSA
\$1,191,000.00
SMALL BUSINESS CAPITAL CORP.

07/15/2008
PEDIATRIC DENTAL GROUP
TULSA
\$1,169,000.00
TULSA ECONOMIC DEVELOP. CORP

07/09/2008
MT, FTD, L.L.C.
EDMOND
\$1,113,500.00
BANCFIRST

07/22/2008
D AND P TANK SERVICE, INC.
PONCA CITY
\$1,054,976.00
RCB BANK

07/23/2008
HOLIDAY INN EXPRESS
OKMULGEE
\$975,000.00
SMALL BUSINESS CAPITAL CORP.

07/17/2008
PROVIDENCE HOME CARE, L.L.C.
Oklahoma City
\$925,000.00
UPS CAPITAL BUSINESS CREDIT

07/14/2008
OKLAHOMA EXPORT
DUNCAN
\$830,000.00
BANK OF OKLAHOMA

07/07/2008
J V ENERGY SERVICES, INC
TURPIN
\$644,500.00
BANK OF BEAVER CITY