

How GO Loans Compare to Other SBA Loan Programs

	Standard 7(a)	Preferred Lenders Program (PLP)	SBAExpress	Gulf Opportunity Pilot Loan Program (GO Loan Pilot) -- (expires 9-30-06)
Geographic Area	Nationwide	Nationwide	Nationwide	Business located in, locating to or re-locating in to Counties/Parishes located in the Presidentially-declared disaster areas resulting from Hurricanes Katrina and Rita plus any contiguous counties. (www.sba.gov/financing)
Borrower Portion of SBA Application	Extensive. SBA Form 4 plus required attachments.	Same as Standard 7(a).	SBA form requires abbreviated information and no exhibits.	Same as SBAExpress.
Submission to SBA and SBA's level of review	Lender submits standard SBA application including all required exhibits to SBA district office for its review. SBA fully re-analyzes Lender's analysis for eligibility and credit. Exception is Certified Lenders Program (CLP) participants which are afforded abbreviated review.	Lender submits to the Sacramento Processing Center abbreviated borrower information and an eligibility checklist for SBA's review. Credit decision delegated to Lender. Standard application is completed by borrower and Lender but not submitted.	Lender submits to the Sacramento Processing Center the same abbreviated borrower information and eligibility checklist as PLP for SBA's review EXCEPT for those Lenders with delegated eligibility-determination authority who are not required to submit the checklist.	Lender submits to the Sacramento Processing Center abbreviated borrower information and an eligibility checklist similar to PLP and SBAExpress EXCEPT for those Lenders with delegated eligibility-determination authority who are not required to submit the checklist.
Lender requirements	Lender completes and submits in-depth analysis of repayment ability, collateral, management, and credit history. Specific type of financial statement analysis required by SBA. SBA determines if the borrower meets SBA's eligibility requirements. SBA prepares loan authorization.	Must be a PLP-approved lender. Lender completes but does not submit in-depth credit analysis using SBA forms. Lender initially determines eligibility prior to completing checklist. Lender prepares authorization using SBA-approved authorization boilerplate but does not submit to SBA for its review.	Must be an SBAExpress-approved lender. Lender completes but does not submit credit and eligibility analysis using its own procedures. Lender initially determines eligibility prior to completing SBA checklist. Lender is not required to use SBA authorization boilerplate. SBA provides a very short sample authorization format.	Must be an SBAExpress approved lender. Lender completes but does not submit credit and eligibility analysis using its own procedures. Lender initially determines eligibility prior to completing SBA checklist. Lender is not required to use SBA authorization boilerplate. SBA provides a very short sample authorization format.
Required documentation prepared by Lender	Application includes SBA Form 4 and SBA Form 4-I with all required attachments and analysis.	Same as Standard 7(a) PLUS eligibility checklist PLUS loan authorization (not reviewed by SBA) using SBA-approved boilerplate.	Lender uses own forms plus abbreviated SBA forms. Lender completes SBA eligibility checklist in some cases.	Lender uses own forms plus abbreviated SBA forms prepared for Go Loans. Lender completes SBA eligibility checklist in some cases.
SBA 's loan approval role	SBA determines eligibility and credit risk. SBA prepares and finalizes the loan authorization.	SBA makes eligibility determination based on completed checklist submitted by Lender.	Same as PLP except for those SBAExpress lenders that have delegated eligibility authority.	Same as SBAExpress
Size Standard	7(a) size standard	7(a) size standard.	7(a) size standard.	The simpler 504 Program size standard or the 7(a) size standard
Target Proc. time	13 business days. 3 business day target processing time for CLP.	1 day	1 day	1 day
E-tran Available	No	Available.	Available.	Available.
Maximum loan amounts	General rule is gross loan amount limited to \$2,000,000 per loan. SBA guaranty amount limited to \$1,500,000 to one borrower (and its affiliates).	Same as Standard 7(a)	Limited To \$350,000 (gross)	Limited to \$150,000 (gross). This amount not included in \$350,000 maximum SBAExpress amount.
Percent of Guaranty	85% for loans of \$150,000 or less. 75% for loans over \$150,000	Same as Standard 7(a)	50%	85%
Suspension of the following SBA Policies	Not applicable	Not applicable	Not applicable	Debt to be refinanced does not have to meet 20% cash flow improvement. Personal resources test for individuals is suspended.
Maturity	Depends on use of proceeds and which loan program used. Maximum of 25 years reserved for fixed assets including real estate.	Same as Standard 7(a)	Maximum of 7 years for Revolving Lines of Credit. Otherwise, same as Standard 7(a).	Same as SBAExpress.
Interest Rates	Prime + 2.25% for maturities under 7 years. Prime + 2.75% for 7 years or more. Rates can be higher by 2% for loans of \$25,000 or less; and 1% for loans between \$25,000 and \$50,000.	Same as Standard 7(a)	Loans \$50,000 or less: Prime + 6.5%. Over \$50,000: Prime +4.5%	Same as SBAExpress.
Guaranty Fees (Multiply percentage times guaranteed amount, not gross amount.)	Maturity of 12 months or less = 0.25% Maturities over 12 Months Gross loan: \$150,000 or less = 2% Gross loan \$150,001 - \$700,000 = 3.0% Over \$700,000 = 3.5% 3.75% on guaranteed amount over \$1 million. On-going guaranty fee = .545%	Same as Standard 7(a)	Same as Standard 7(a)	Same as Standard 7(a)
Guaranty Purchase Requests	Processed through SBA Herndon Purchase Center.	Same as Standard 7(a).	Processed through Little Rock/Fresno. Servicing Centers.	Same as SBAExpress except purchase request must identify loan as part of GO Loan Pilot and must identify the county or parish designated as a primary or contiguous disaster area.