

The Lender's Advantage

U.S. Small Business Administration



Your Small Business Resource

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District Director's Desk

Greetings from the Baltimore District Office:

The American Recovery and Reinvestment Act contains a package of loan fee reductions, higher guarantees, new SBA programs, secondary market incentives, and enhancements to current SBA programs that will help unlock credit markets and begin economic recovery for the nation's small business sector. Some of these programs have already been put in place and others are being developed and will be implemented as soon as possible. It is better to take our time and get it right than to rush it and not have usable programs.

If you have any questions or concerns about the Economic Stimulus Plan and American Recovery and Reinvestment Act don't hesitate to contact us. You can also access information at www.sba.gov/md and clicking on "Recovery Act 2009". If you want information emailed to you, sign up for Stimulus updates and other SBA news at <http://web.sba.gov/list/> check off Maryland Subscribes and at the bottom of the page put in your email address and then click Subscribe. We expect to have more information in the near future.

SBA Lending News

Karen Gordon Mills Confirmed By Senate as SBA Administrator

4/3/2009

SBA Baltimore Top Ten Lender Awards (Fiscal Year 2008)

M & T Bank * Innovative Bank * Bank of America * BB & T * PNC Bank * Howard Bank * Provident Bank of Maryland * CommerceFirst Bank * Superior Financial Group LLC * Susquehanna Bank

These lenders will receive their award along with the 2009 Maryland winners of the U.S. Small Business Administration's National Small Business Week Awards Program. See page 2 for more information.

Workouts and restructuring of a loan is now one of those actions within a lenders delegated authority. The SBA places great trust and value in the ability of lending partners to obtain the highest possible recovery on defaulted loans. To this end, the SBA has substantially shortened the list of actions requiring prior written consent and standardized them across the SBA's loan programs to allow the lender the broadest possible range of action and latitude to maximizing recovery in the shortest possible timeframe.

As to those servicing/liquidation actions not requiring SBA's prior written consent, please take great care to document the justifications for your decisions and retain these and supporting documents in your files. Such documentation will be crucial to SBA's review of your handling of a loan and to SBA's determination as to whether your actions were prudent, commercially reasonable, and complied with all Loan Program Requirements. This same documentation and justification is also crucial to facilitate the comprehensive SBA review of purchase packages and liquidation wrap-up reports which Lenders must submit to SBA at the completion of liquidation.

To see copies of the National Guaranty Purchasing Center Unilateral Action Matrix go to:

http://www.sba.gov/idc/groups/public/documents/sba_program_office/unilateral_action_matrix_npgc.pdf

To see copies of the 7(a) Unilateral Action Matrix go to:

http://www.sba.gov/idc/groups/public/documents/sba_program_office/unilateral_action_matrix.pdf

FAQs

Payment Modifications

What provisions of SBA's SOP address these payment modifications?

Standard Operation Procedure 50-50-4, Chapter 5, paragraphs 8(a), 15(a), 16(a), 17 as well as Chapter 7, Paragraphs 5(b) – 5(h).

Banking News

If you have any questions, would like some training or would just like to have the Lender Relationship Specialist visit your organization and explain the basic loan programs and what we can do to assist your institution please let us know.

FYI News

Who is the SBA point of contact at your lending institution? We are updating the list this month for future publication. Go to www.sba.gov/md then click on local resources at the bottom of the blue column on the right, then click on the "Active Lender List" to verify that your listing is current and correct.



For information on the **The Recovery Act** and the stimulus go to <http://www.sba.gov/recovery/index.html> or <http://www.recovery.gov/>

Upcoming Events

Join us in celebrating the 2009 Maryland winners of the U.S. Small Business Administration's National Small Business Week Awards Program. This year's event will also honor the Baltimore District Office's Top Ten Lenders from Fiscal Year 2008. The 25th Annual Maryland Small Business Week Awards Breakfast will be held on Friday, May 15, 2009 • 7:00 a.m. - 9:30 a.m. • Martin's West, Woodlawn, MD. For complete details, including a listing of this year's winners, visit the event website at <http://www.mdsbaawards.org>

Top Ten Lender Awards: See Page 1

Lender Rankings October 1, 2008 - March 31, 2009

7(a) Approved Loans by SBA Lenders by Loans and Volume

LENDER NAME	#LOANS	AMOUNT
PROVIDENT BANK OF MARYLAND	17	\$4,480,900
MANUFACTURERS AND TRADERS TRUST COMPANY	52	\$2,922,700
SUSQUEHANNA BANK	9	\$2,683,000
PNC BANK, NATIONAL ASSOCIATION	6	\$2,188,800
FIRST UNITED BANK & TRUST	1	\$2,000,000
HOME LOAN INVESTMENT BANK, F.S.B.	1	\$2,000,000
COMPASS BANK	3	\$1,990,000
K BANK	7	\$1,855,600
WACHOVIA BANK, NATIONAL ASSOCIATION	4	\$1,806,400
SMALL BUSINESS LOAN SOURCE, LLC	3	\$1,782,000
EAGLEBANK	2	\$1,765,000
TD BANK, NATIONAL ASSOCIATION	2	\$1,635,000
NBRIS FINANCIAL BANK	4	\$1,552,350
BRANCH BANKING AND TRUST COMPANY	19	\$1,537,000
HOWARD BANK	9	\$1,265,000
SONABANK	3	\$1,150,000
SANDY SPRING BANK	11	\$1,075,000
FIRST CHATHAM BANK	1	\$900,000
HANMI BANK	2	\$760,000
NEW WINDSOR STATE BANK	1	\$725,000
CIT SMALL BUSINESS LENDING CORPORATION	1	\$640,000
COMMUNITY BANK OF TRI - COUNTY	3	\$560,000
COMMERCEFIRST BANK	6	\$540,600
SUNTRUST BANK	6	\$525,000
UPS CAPITAL BUSINESS CREDIT	1	\$422,000
WILSHIRE STATE BANK	1	\$330,000
NEWTEK BUSINESS SERVICES, INC.	1	\$290,000
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	1	\$287,500
INNOVATIVE BANK	10	\$265,000
BANK OF AMERICA, NATIONAL ASSOCIATION	7	\$245,000
ACCESS NATIONAL BANK	1	\$215,000
SOVEREIGN BANK	2	\$185,000
SUPERIOR FINANCIAL GROUP, LLC	19	\$180,000
FIRST BANK	1	\$150,000
BORREGO SPRINGS BANK, N.A.	3	\$150,000
CITIZENS BANK OF PENNSYLVANIA	1	\$100,000
UNITED CENTRAL BANK	1	\$100,000
STANDARD BANK, PASB	1	\$98,000
HEBRON SAVINGS BANK	1	\$60,000
RBS CITIZENS, NATIONAL ASSOCIATION	<u>1</u>	<u>\$50,000</u>
	TOTAL LOANS	225
		\$41,466,850
CHESAPEAKE BUSINESS FINANCE CORPORATION	3	\$1,759,000
BUSINESS FINANCE GROUP, INC.	4	\$1,030,000
PRINCE GEORGE'S COUNTY FINANCIAL SERVICES CORP.	<u>1</u>	<u>\$444,000</u>
	-	-
	TOTAL LOANS	8
		\$3,233,000
	TOTAL	\$44,699,850