

# NORTH FLORIDA LENDER NEWS

December 2007

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**Special Points of Interest**

- SCORE & American Express: a Huge Success!
- North Florida District Calendar of Events
- FY 2008 Loan Approvals



Helping small businesses **start**, **grow** and **succeed**.



Your Small Business Resource

## SCORE and OPEN from American Express Prove to Be Excellent Partners at the Small Business Speed Coaching Test Drive Event in Orlando!

SCORE "Counselors To America's Small Business" and OPEN from American Express have created a national partnership to create the "Small Business Speed Coaching Test Drive," a multi-city seminar tour designed to support small business growth and trigger success through complimentary educational and mentorship programs. The first of these events took place in Orlando, FL in November 2007 and the event was a huge success!



The "Small Business Speed Coaching Test Drive" series offers small business owners exclusive, 30-minute, one-on-one evaluation sessions with experienced business coaches from SCORE, and interactive workshops focused on areas that directly affect small business growth, including strategic business planning, effective marketing and business finances. There is no cost for this event!



Bob Shephard, District Director for SCORE for Central and North Florida was the program's Emcee and played an instrumental role in coordinating the outstanding event (pictured to the left). 60 SCORE Counselors were present to meet with over 200 small business owners at the Walt Disney World Swan Hotel in Orlando on November 8, 2007 (pictured above). Over 600 people attended the six

different workshops offered. For more information on the Speed Coaching Test Drive events or for future event dates and locations, please visit [www.score.org](http://www.score.org).

*SBA FINANCE DIVISION CALENDAR OF EVENTS*



**Happy Holidays From the SBA North Florida District Office Staff!!!!**

**December 11, 2007:**

Where's The Money business Financing Workshop presented by the Daytona Beach Community College SBDC; 6-9 pm, DBC Campus, 1155 County Road 4139, DeLand, FL 32724. Call (386) 506 4723 to register.

**January through March, 2008:**

The Small Business Development Center at UNF and SCORE: Counselors to America's Small Businesses present the Boomerpreneur Roundtable. This series is perfect for individuals that have decided on an idea for a business or have recently started a business and would like to obtain information and discuss areas of concern with their peers under the guidance of a facilitator. The Roundtable will meet on January 17, 31, February 14, 28, March 13, & 27 from 7:30 - 9:00 a.m. at the Small Business Development Center at UNF. For more information call 620-2476 or go to [www.sbdc.unf.edu](http://www.sbdc.unf.edu).

**January 15, 2008**

7(a) Centralized Processing and 504 Loan Program training for lenders. 9:00 am to 1:00 pm at the SBA North Florida District Office in Jacksonville. For more informa-

tion, visit [www.sba.gov/fl/north](http://www.sba.gov/fl/north).

**January 29, 2008**

SBA Programs & Services- What the SBA is All About 10:00 am to 12:00 pm at the SBA District Office in Jacksonville- to register and for more information, please call (904) 443-1923.

**February 12, 2008**

Closing, Servicing, Liquidation, and Guaranty Purchases for Lenders Training at the SBA North Florida District office in Jacksonville from 9:00 am to 1:00 pm. Please visit [www.sba.gov/fl/north](http://www.sba.gov/fl/north) for more information.

Let us know what you are up to! Please send any upcoming events to [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

North Florida District 504 Loan Report for Month ending November 30, 2007

Lender Name	Number of Loans	Dollar Amount
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	19	\$10,043,000.00
FLORIDA BUSINESS DEVELOPMENT CORPORATION	15	\$8,851,000.00
GULFCOAST BUSINESS FINANCE, INC.	2	\$483,000.00
<b>Total:</b>	<b>36</b>	<b>\$19,377,000.00</b>

## 7(a) SBA North Florida Loans Approved as of November 30, 2007

Lender	Number of Loans	Dollar Amount
INNOVATIVE BANK	37	\$560,000.00
BANCO POPULAR NORTH AMERICA	31	\$6,987,000.00
BANK OF AMERICA, NATIONAL ASSOCIATION	28	\$794,500.00
COMPASS BANK	12	\$1,269,700.00
SUNTRUST BANK	11	\$836,500.00
BUSINESS LOAN CENTER, LLC	9	\$1,113,100.00
FIRST COAST COMMUNITY BANK	7	\$818,700.00
CAPITAL ONE BANK	7	\$275,000.00
SUPERIOR FINANCIAL GROUP, LLC	7	\$57,500.00
BANKFIRST	6	\$882,500.00
WASHINGTON MUTUAL BANK	6	\$187,000.00
AMERICAN ENTERPRISE BANK OF FLORIDA	5	\$1,695,000.00
UPS CAPITAL BUSINESS CREDIT	5	\$4,016,000.00
WACHOVIA BANK, NATIONAL ASSOCIATION	5	\$520,000.00
BRANCH BANKING AND TRUST COMPANY	4	\$1,495,000.00
PNC BANK, NATIONAL ASSOCIATION	3	\$813,500.00
CAPITAL ONE, NATIONAL ASSOCIATION	3	\$150,000.00
CIT SMALL BUSINESS LENDING CORPORATION	3	\$1,019,400.00
NATIONAL CITY BANK	3	\$95,000.00
BEACH BUSINESS BANK	2	\$1,408,000.00
WACHOVIA SBA LENDING, INC.	2	\$2,245,000.00
COMERICA BANK	2	\$718,900.00
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	2	\$740,500.00
HAVEN TRUST BANK	2	\$255,000.00
FIRST NATIONAL BANK OF ARIZONA	2	\$153,200.00
THE HUNTINGTON NATIONAL BANK	2	\$1,883,700.00
STEARNS BANK NATIONAL ASSOCIATION	1	\$485,500.00
SMALL BUSINESS LOAN SOURCE, LLC	1	\$420,000.00
SILVER STATE BANK	1	\$25,000.00
REGIONS BANK	1	\$285,600.00
BUSINESS LENDERS, LLC	1	\$1,000,000.00
PLANTERSFIRST	1	\$188,440.00
FIRST COMMERCIAL BANK OF FLORIDA	1	\$200,000.00
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	1	\$25,000.00
FIRST PRIORITY BANK	1	\$250,000.00
COMMERCE BANK, NATIONAL ASSOCIATION	1	\$380,000.00
COMMUNITY SOUTH BANK D.B.A COMMUNITY SOUTH	1	\$662,000.00
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	\$15,000.00
UNITED BANK	1	\$250,000.00
FIFTH THIRD BANK	1	\$1,200,000.00
M&I MARSHALL & ILSLEY BANK	1	\$50,000.00
<b>Total:</b>	<b>221</b>	<b>\$36,426,240.00</b>

## NORTH FLORIDA DISTRICT LOANS BY COUNTY MONTH ENDING NOVEMBER 30, 2007

County	Number of Loans	Dollar Amount
ALACHUA	5	\$527,200.00
BAKER	1	\$165,000.00
BAY	4	\$940,000.00
CITRUS	2	\$2,040,000.00
CLAY	5	\$1,445,000.00
DUVAL	45	\$12,063,400.00
ESCAMBIA	10	\$758,500.00
FLAGLER	4	\$852,000.00
HERNANDO	4	\$1,027,000.00
LAKE	10	\$1,813,000.00
LEON	5	\$690,700.00
LEVY	1	\$50,000.00
MARION	5	\$120,000.00
NASSAU	2	\$375,000.00
OKALOOSA	5	\$642,000.00
ORANGE	93	\$20,197,200.00
SANTA ROSA	3	\$290,000.00
SEMINOLE	19	\$4,176,800.00
ST. JOHNS	7	\$1,360,000.00
SUMTER	4	\$2,308,000.00
SUWANNEE	1	\$45,000.00
VOLUSIA	16	\$2,843,940.00
WAKULLA	2	\$225,000.00
WALTON	4	\$848,500.00

**Total:****257****\$55,803,240.00**

U. S. Small Business  
Administration

SBA North Florida District Office  
7825 Baymeadows Way  
Suite 100B  
Jacksonville, FL 32256

Phone: 904-443-1900  
Fax: 904-443-1980  
E-mail: [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)



*48% of SBA' North  
Florida 7(a) Loans as  
of November 30, 2007  
are SBAExpress  
Loans.*

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**start, grow and succeed.**

