



Seattle District Office SBA Reporter

Your Small Business Resource

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U.S. Small Business Administration
Seattle District Office

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All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

Nominations Sought for Best Practices

SBA District Offices in Regions 8, 9 and 10 that have a great program for promoting SBA lending, and SBA lenders that participate in some kind of "creative financing" with an SBA program, will be showcased at the American West Lenders Conference.

Nominations are open for the **SBA District Office Best Practices** award, highlighting creative partnerships between lenders and SBA district offices to promote SBA lending programs to small businesses.

The **Best Creative Financing Partnership** award will feature a project that brought together more than one entity in a creative financing package for a borrower that allowed them to do something special for his or her business.

Experiences with 7(a) lenders, 504 CDCs, SBDCs, SCORE, commercial real estate brokers, CPAs, attorneys or other economic development organizations will all be considered in both of these categories as long as an SBA lending program is involved.

Nominations should be limited to one page in length and list the nominator, the nominee, the award category, and a description of the activity. Nominations should be e-mailed to Kim Willis at kim.willis@ameritrustcdc.com ASAP.



America West Conference Agenda Packs a Punch

Is the market still good for small business financing? Is the SBA loan guaranty a value-added benefit to commercial lenders? Does the new SBA Standard Operating Procedure provide as much simplicity as promised? Does the golf course at Lake Coeur d'Alene live up to its 2008-2009 Gold Award by Golf Magazine?

In order to learn the answers to these questions and many more, commercial lenders throughout the West must [register](#) to participate in the upcoming [America West Lenders Conference](#) June 9-11 in Spokane. The National Association of Government Guaranteed Lenders (NAGGL) will offer additional, concentrated training on the new SBA SOP on June 12th and 13th.

"We're very pleased to be presenting a comprehensive and compelling program that offers value to all varieties of SBA lenders and resource partners," said program coordinator Mark Costello, Lead Lender Relations Specialist at the SBA Seattle District Office. "Those who choose to add on the focused NAGGL session on Thursday and Friday should enjoy an SBA training experience on par with any other throughout the Western United States."



SBA PARTNERS WORKING TOGETHER FOR SMALL BUSINESS

The [agenda](#) for the four days is packed. Work sessions start Tuesday morning at 9 a.m. with a general overview session titled, "What's New and What's in the Future for SBA." This will be followed by a legislative update. Starting in the afternoon participants will be able to pick from four different 45-minute break-out sessions.

"This is where it may be advantageous for lenders to bring several representatives from their bank, so that all the sessions can be attended and information taken back home and shared among the commercial credit officers," said Costello.

"Altogether, 15 different topics will be covered in the afternoon," said Costello.

"It's a real smorgasbord of SBA lending topics designed to sharpen the skills and enhance the knowledge of lenders who currently work with SBA products as well as those who may be just starting out in this area," Costello said.

SBA Administrator Steven C. Preston had been scheduled to attend the event and make the keynote address during lunch on Tuesday, June 10. However, having been recently nominated to be the new Administrator of the Department of Housing and Urban Development, in his place will be Eric Zarnikow, Associate Administrator, SBA Office of Capital Access.

Zarnikow spoke at the America East Lenders Conference last month in Myrtle Beach, S.C. Also on the agenda as presenters from Washington, D.C., are Jim Hammersley from the Office of Policy and Planning and John Miller from the Office of Financial Assistance. Miller oversees operations at SBA's Processing Centers. Frank Pucci, Director of the Sacramento 7(a) Loan Processing Center, and Leslie Niswander, in charge of SBA Express guaranty purchases and 504 Liquidations at the Fresno Servicing Center, are also scheduled presenters.

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The first afternoon session from 1:30 – 2:15 p.m., “Highlights of Changes to SOP 50-10 (5),” will be repeated from 4:15-5:00 p.m. “This workshop offers an excellent, comprehensive bullet-point presentation on the changes to the SBA’s loan processing manual,” said Costello. “Lenders wanting more should plan on attending the two-day NAGGL session Thursday and Friday,” he said.

Other break-out sessions include:

- 7(a) Centralization Process;
- Environmental Due Diligence;
- 7(a) Guaranty Purchase Process Enhancements and Keys to Success;
- Overcoming the Barriers to 7(a) and 504 Lending;
- Surviving the Lender Oversight Process;
- Understanding SBA’s Franchise Rules;
- Innovative Equity Solutions: Using 401k’s to capitalize a small business;
- SBDC Counselors and How They Can Be a Partner with the Lending Community;



The conference is being held at the Historic Davenport Hotel in downtown Spokane. Hotel reservations should be made directly with the Davenport Hotel & Tower. To receive the special room rate of \$169 plus tax per night (single or double occupancy) call 800-899-1482 or 505-789-6899 and tell the reservation agent you are with the America West Lenders Conference. Contact Ted Schinzel at Ted.Schinzel@sba.gov or 509-353-2806 with questions.

- Working with Our Partners at the Sacramento Loan Processing Center to Process: 327’s, Appraisal Certifications, Environmental Certifications, and Other Requests;
- Working with the Secondary Market Program to Sell Your 7(a) and 504 1st Mortgage Loans;
- Business Valuations: Using 7(a) to Finance Change of Ownerships While Complying with SBA’s New Valuation Policies;
- Alternative Lending Solutions: Community Reinvestment Fund (CRF) and U.S. Department Of Agriculture (B&I Lending);
- How Lenders Can Best Use the Lender Portal to Their Advantage.



Golf Tournament and NAGGL Training Enhance America West Conference

Networking and recreational opportunities begin Monday, June 9, the day before the conference, with the America West Golf Tournament, to be held at the Coeur d’Alene Golf and Spa Resort.

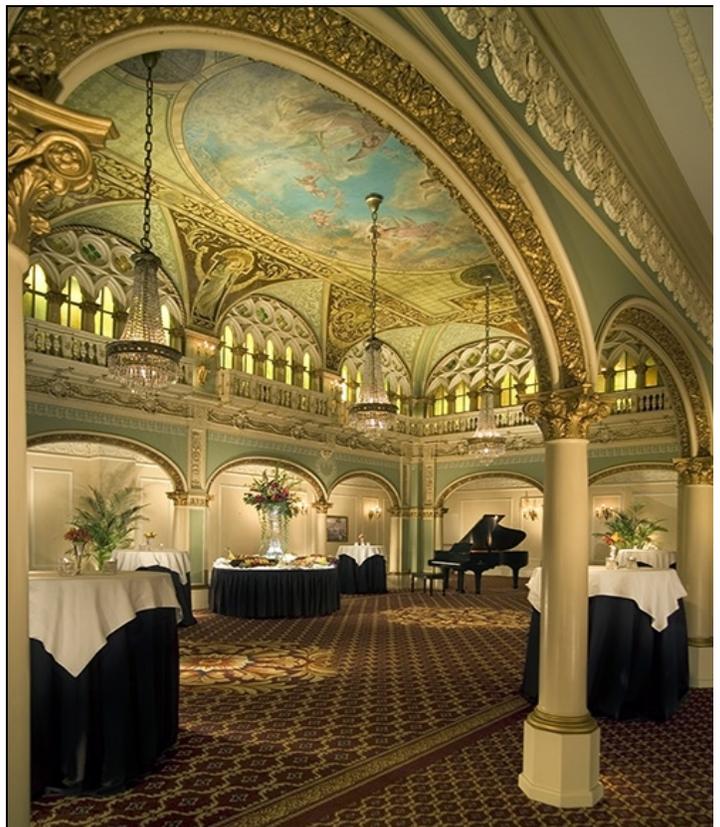
The golf course is world renowned for its 14th hole, a floating green.



Click [here](#) for more information on the tournament and to download a copy of the tournament registration form (this link also includes a registration form for the NAGGL training June 12-13.)

This two-day session will delve extensively into the SBA’s loan processing manual and the revisions to SOP 50 10 5. The session will be conducted by Jane Palsgrove Butler, former SBA Associate Administrator.

The Davenport Hotel has been world famous since it opened in 1914 as the first hotel with air conditioning, a central vacuum system, housekeeping carts (designed by Louis Davenport himself). The accommodations and style was compared with the finest ocean liners of the day. A recent Tower addition only increases the Davenport’s renown as a world-class hotel.



FINANCIAL WATCH: LENDER NEWS AND REVIEWS

SBA Extends Implementation Date on the Revisions to SOP 50 10(5)

In response to lender requests for additional time to review and implement the revised SOP 50 10 (5), SBA is delaying the effective date to June 15, 2008. It had been scheduled to take effect May 1.

As a result of recent meetings in eight different locations across the country to discuss clarifications and changes to the SOP and to give lenders and CDCs an opportunity to raise concerns, certain technical changes have been identified.

Lenders, CDCs and other interested parties are reminded that any questions and comments regarding the new SOP are to be e-mailed to SBA at SOP50-10Modernization@sba.gov. (The revised SOP may be found at <http://www.sba.gov/tools/resourcelibrary/sops.>)

The new requirements will apply to all applications received by SBA on or after the June 15, 2008, effective date.

SBA's Patriot Express Loan Offers Small Business Ownership Opportunities

In the ten months since the launch of the Patriot Express Loan, 1,304 guaranteed loans amounting to more than \$135 million have been produced across the country.

Meanwhile, Patriot Express Lending passed a milestone in the Seattle District Office with more than 50 loans approved since the inception of the program. Bank of America is the leading national lender, making 23 PE loans. Of the community banks, Washington Business Bank in Olympia leads all others in terms of the amount loaned (**see table below**).

[Patriot Express](#) is available to military community members including veterans, service-disabled veterans, service members leaving active duty, Reservists and National Guard members, current spouses of any of the above, spouses of active duty members, and the widowed spouse of a service member who died during service. or of a service-connected disability.

Seattle District Office Patriot Express Loans by Lender

Bank of America, National Association	Charlotte, N.C	23	\$590,000.00	
Washington Business Bank	Olympia	5	\$859,200.00	
Panhandle State Bank	Sandpoint, Idaho	5	\$573,000.00	
Mountain West Bank	Coeur d'Alene, Idaho	4	\$691,000.00	
Seattle Economic Development Fund, dba Community Cap. Dev.	Seattle	3	\$332,500.00	
Viking Bank	Seattle	3	\$261,800.00	
Columbia Bank	Tacoma	2	\$167,000.00	
Six banks with one loan each: Community West Bank, NA, <i>Goleta, Calif.</i> , (\$311,000.00); Sterling Savings Bank, <i>Spokane</i> , (\$160,000); Heritage Bank, <i>Olympia</i> , (\$150,000); Numerica Credit Union, <i>Spokane</i> , (\$101,000); Northwest Commercial Bank, <i>Lakewood</i> , (\$65,000); Global Credit Union, <i>Spokane</i> , (\$25,000).			6	\$812,000.00
TOTAL Patriot Express Lending Activity		51	\$4,286,500.00	

Leading Seattle District Office Lenders first seven months FY 2008 (26 or more loans)

Bank of America, National Association	Charlotte, N.C	322	\$6,935,700
U.S. Bank National Association	Minneapolis	249	\$28,366,300
Wells Fargo Bank, National Association	Minneapolis	72	\$9,121,800
KeyBank National Association	Cleveland	66	\$6,368,700
Mountain West Bank	Coeur d'Alene	56	\$10,874,500
Capital One, National Association	Mclean, Va.	49	\$2,855,000
Numerica Credit Union	Spokane	47	\$1,524,600
Washington Mutual Bank	Seattle	28	\$1,114,300
Pacific International Bank	Seattle	27	\$13,565,900
Washington Business Bank	Olympia	26	\$4,186,200
Additional 78 lenders with 25 or fewer loans		443	\$143,163,492
TOTAL 7(A) LENDING ACTIVITY		1,385	\$228,076,492.00

504 Loans by CDCs

Evergreen Community Development Assoc.	Seattle	50	\$29,102,000
Northwest Business Development Assoc.	Spokane	47	\$30,133,000
Ameritrust CDC	Seattle	30	\$22,113,000
Three other CDCs with 8 or fewer loans		11	\$5,581,000
TOTAL 504 LENDING ACTIVITY		138	\$86,929,000.00

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