

**U.S. Small Business Administration  
West Virginia District Office**

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## America East Conference for SBA Lenders

On September 27 through 29, 2006, the first annual America East Conference for SBA Lenders will be held at the Carousel Resort Hotel in Ocean City, Md. Lenders and SBA personnel from throughout the Eastern U.S. will be meeting to discuss how to best utilize SBA lending products to the lenders advantage. Don't miss this chance to learn more about the SBA's financial assistance programs and other credit risk mitigation tools. This conference will provide intensive training to both new and seasoned SBA lenders as well as provide a forum that the SBA's lending partners to voice their opinions and ideas as to how the SBA can better serve lenders and the small business community.

Preceding the conference on Wednesday, September 27, there will be a golfing event at the renowned Bay Club golf course in Berlin, Md. For you non-golfers, a shopping excursion to nearby Rehoboth Beach, Delaware, with over 124 shops is scheduled.

Thursday, September 28 is dedicated entirely for general and break-out sessions covering a variety of topics. Sessions will include the following: Guarantee Purchase Review – How to Keep your SBA Guaranty; Selling SBA Loans in the Secondary Market; Third-Party Construction Management; Environmental Considerations; SBA 504 Lending; Solving the Mystery Behind Closing SBA Loans – 7(a) & 504; SBA Forum – An Interactive Panel; SBA Boot Camp; Microlending; and PLP Audits – How to Get Prepared, How to Pass, What are the Hot Buttons.

Invited guests include representatives from the Federal Reserve and the Office of the Controller of the Currency. Also invited to be presenters are representatives from Congress, including staffs of the Small Business Committee of the US House of Representatives and the U.S. Senate, as well as senior management from the SBA, including new administrator Stephen Preston. Additional sessions and presenters are being planned.

The cost for the event is \$230 as of September 1, 2006. Register early and received a discount! Select the following link: [2006 America East: Conference for SBA Lenders Registration](http://2006.AmericaEast.ConferenceforSBALenders.Registration) to register or input the following in your browser: [http://registration.sitesolutionsworldwide.com/synergy/v\\_1/\\_home/?id=92](http://registration.sitesolutionsworldwide.com/synergy/v_1/_home/?id=92) or contact David Manley at the West Virginia District Office at (304) 623-5631, ext. 231 or by email at [david.manley@sba.gov](mailto:david.manley@sba.gov).

Look forward to seeing you there!

## Loan Volume by Lender Update

With only a few short weeks to go until the end of the fiscal year, its coming down to the wire on whom the top SBA 7(a) lenders for 2006



will be. As of the end of July, the top Community Bank continues to be **The First State Bank** with 12 approvals. **JP Morgan Chase** remains the top Large and National Bank lender with 16

approvals. And the top CommunityExpress lender remains **Innovative Bank** with 63 loans.

The top three lenders in each category for FY 2006 as of July 31, 2006 are as follows:

### Community Banks (less than \$500 million in assets)

1. The First State Bank – 12 approvals for \$1.4 million
2. Freedom Bank – 8 approvals for \$3.9 million
3. Guaranty Bank & Trust – 6 approvals for \$1.1 million

### Large & National Banks (more than \$500 million in assets)

1. JP Morgan/Chase – 16 approvals for \$2.5 million
2. Capital One – 14 approvals for \$590,000
3. BB&T – 10 approvals for \$878,000

### CommunityExpress Lenders

1. Innovative Bank – 63 approvals for \$690,000
2. Superior Financial Group – 14 approvals for \$90,000
3. Business Loan Center – 13 approvals for \$341,000

For a complete listing of lender rankings for FY 2006, as of July 31, visit our Lending web page at [www.sba.gov/wv/WV\\_FINANCING.html](http://www.sba.gov/wv/WV_FINANCING.html) and select the Loan Volume by Lender PDF file under For SBA Lenders.

The West Virginia District Office is available to provide assistance you may need to increase your SBA-backed loan volume. Please contact David Manley (email: [david.manley@sba.gov](mailto:david.manley@sba.gov)) at (304) 623-5631, ext. 231 with any questions or concerns you may have on your SBA loan packages.

## Lender Training Coming to Your Area

The West Virginia District Office is continuing its series of lender training sessions. The sessions will feature presentations on SBA financial assistance programs, including SBAExpress and 504, and the services provided by the local Small Business Development Center and other local economic development organizations. New and seasoned SBA lenders will benefit from information presented at the events and receive answers to any SBA questions you may have. Plan now to attend a session near you.

The dates, cities, time and contact phone number for the events are as follows:



August 31 – Pt. Pleasant – 11:30 a.m. – 304 - 696-6789

Sept. 6 – Parkersburg – 11:30 a.m. – 304-424-8277

Sept. 19 – Beckley – 11:30 a.m. – 800-766-4556

October 13 – Huntington – (304) 696-6789

## Small Business Opportunity - Matchmaking Event

Do you have clients or customers interested in expanding their business through contracting opportunities with federal, state and local government agencies or prime contractors and major corporations? Then let them know about the upcoming Eastern Regional Matchmaking Event on September 22 at the Philadelphia Convention Center in Philadelphia, Pa.

The event is being conducted through a partnership between the SBA, SCORE and Hewlett Packard. It will combine education, training, counseling, networking and face-to-face meetings between small business owners and 150 procurement representatives from federal agencies and major corporations.

There is no cost to participate in Business Matchmaking, however businesses must meet basic requirements that will be verified prior to registration, including being registered in CCR, and possessing a DUNS number. Complete details on eligibility requirements and registration procedures may be found at [www.BusinessMatchmaking.com](http://www.BusinessMatchmaking.com).

## KEY SBA INFORMATION

### Maximum Guaranty Percentages

Regular 7(a) loans of \$150,000 or less	<b>85%</b>	SBAExpress (\$350,000 maximum)	<b>50%</b>
Regular 7(a) loans greater than \$150,000	<b>75%</b>	SBA ExportExpress (\$350,000)	<b>85/75%</b>
Export Working Capital Program	<b>90%</b>		

**Guaranty Fees on loans exceeding 12 months in maturity.** The Lender pays the fee and may pass it on to the borrower after first disbursement.

	<i>Based on SBA Guaranteed Portion</i>	<i>Based on Total Loan with Standard SBA Guarantees</i>	<i>Based on Total Loan with Express</i>
Loans of \$150,000 or less (Lender may keep .25% of fee)	<b>2.00%</b>	1.70%	1.0%
Loans between \$150,001 & \$700,000	<b>3.00%</b>	2.25%	1.5%
Loans greater than \$700,000	<b>3.50%</b>	2.625%	n.a.

Loans with a guaranteed portion in excess of \$1 million add an additional **.25%** guaranty fee on that portion.

The guaranty fee on a \$2,000,000 SBA loan is now \$53,750.

Guaranty Fee on all loans up to 12 months in maturity is only .25%, but must be submitted with the application

**Lender Annual Service Fee:** .545% of the outstanding balance of the SBA guaranteed portion of the loan. The fee is prorated and submitted monthly with your 1502 report (See Colson Services below for contact information). This fee may not be passed on to the borrower.

### Interest Rate Limits

Term less than 7 years	WSJ Prime + 2.25%
Term of 7 years or more	WSJ Prime + 2.75%
Loan of \$25,000 or less	May add 2%
Loan of \$25,001 to \$50,000	May add 1%

#### **SBAExpress limits are:**

**Prime rate + 4.5% for loans over \$50,000**  
**Prime rate + 6.5% for loans of \$50,000 or less**

### West Virginia District Office Finance Division Staff

	Telephone	Individual Fax	e-mail addresses
David Manley	(304) 623-5631, ext 231	(202) 481-2617	david.manley@sba.gov
Naomi Bassel	(304) 623-5631, ext 225	(202) 481-4718	naomi.bassel@sba.gov

### Key Web Sites

SBA Lender Homepage	<a href="http://www.sba.gov/banking">www.sba.gov/banking</a>
West Virginia District Office Homepage	<a href="http://www.sba.gov/wv/">www.sba.gov/wv/</a>
SIC, NAICS codes and Size Standards	<a href="https://eweb1.sba.gov/naics">https://eweb1.sba.gov/naics</a>
Franchise Registry Homepage	<a href="http://www.franchiseregistry.com/registry/">www.franchiseregistry.com/registry/</a>
Immigration and Naturalization	<a href="http://www.ins.usdoj.gov/graphics/formsfee/forms">www.ins.usdoj.gov/graphics/formsfee/forms</a>
Exporting	<a href="http://www.export.gov">www.export.gov</a>

### Important Addresses

#### **West Virginia District Office**

320 West Pike Street, Suite 330  
 Clarksburg, WV 26301  
 (304) 623-5631  
 Fax (304) 623-0023

#### **Sacramento Loan**

**Processing Center  
 (PLP and SBAExpress)**  
 U.S. Federal Courthouse  
 501 I St., Suite 12-100  
 Sacramento, CA 95814-2322  
**Fax (916) 930-2160**

#### **Guaranty Fee Payments**

Small Business Administration  
 Denver, CO 80259-0001

#### **Little Rock Commercial Loan Servicing Center**

2120 Riverfront Dr., Ste100  
 Little Rock, AR 72202  
 (501) 324-5871  
 Fax (501) 324-6072  
[Lrsc.servicing@sba.gov](mailto:Lrsc.servicing@sba.gov)

#### **Colson Services**

150 Nassau St.  
 New York, NY 10038  
 (212) 266-7998  
 (212) 266-7828 (1502 HELP)

#### **National Guaranty Purchase Center**

1145 Herndon Parkway  
 Herndon, VA 20170  
 (703) 487-9283  
 Fax (202) 481-4674  
[loanresolution@sba.gov](mailto:loanresolution@sba.gov)  
 Hours: Monday to Friday  
 7:30 a.m. to 6:30 p.m.