

# SBA Product Guide

Product and Use	SBA Express (Most Revolving lines) (Some term loans)	SBA Patriot Express (For Veterans, Service-disabled veterans, active-duty members in TAP, reservists and National Guard members, current spouses of the aforementioned and widowed spouse(s) of a service member or veteran who died during service or of a service-connected disability)	Community Express (For Women, minorities, veterans, or low-mod income or inside City of Milwaukee)	GP (General Program)	PLP (Preferred Loan Program) (Most term loans)	504 (Land, building & equipment projects)
<b>SBA Approver</b>	Lender for credit & eligibility	Same as Express	Lender includes technical assistance	SBA office for credit & eligibility	Lender for credit and SBA for eligibility	Certified Development Company
<b>Guaranty %</b>	50%	90% - SBA eff. 2/17/09	90% - SBA eff. 2/17/09	90% - SBA eff. 2/17/09	90% - SBA eff. 2/17/09	SBA provides 100% guaranteed Debenture
<b>Maximum Loan Size</b>	\$350,000	\$500,000	\$250,000	\$2,000,000	\$2,000,000	
<b>Maximum SBA Guaranty</b>	\$175,000		\$187,500	\$1,500,000	\$1,500,000	Up to \$4,000,000
<b>Type of Loan</b>	Line of Credit or Term Loan	Line of Credit or Term Loan	Line of Credit or Term Loan	Term Loan	Term Loan	Term Loan
<b>Loan Term</b>	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	Fully amortizing	Fully amortizing	Lender: 7 or 10 yr balloon notes SBA – 10-20 yr. fully amortizing
<b>Personal Guaranty</b>	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners
<b>Base Rate Index</b>	LIBOR WSJ Prime	LIBOR WSJ Prime	LIBOR WSJ Prime	LIBOR WSJ Prime	LIBOR WSJ Prime	Lender – WSJ Prime/LIBOR SBA 5-10 yr Treasury Note Rate
<b>Adjustment Period</b>	Daily	Daily	Daily	Monthly to term	Monthly to term	Monthly to term
<b>Maximum Rate</b>	< \$50k P+6.5% > \$50k P+4.5%	2.25% + P < 7years; 2.75% + P > 7years; Add 1% < \$50,000 Add 2% < \$25,000	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<\$50k,P+3.25%<7yrs., 3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<\$50k,P+3.25%<7yrs., 3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<\$50k,P+3.25%<7yrs., 3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	First mtg by lender follows GP rates, 2 <sup>nd</sup> fixed for 10 & 20 yrs.
<b>Ongoing SBA Fee</b>	0.55% on guaranteed amount monthly	0.55% on guaranteed amount monthly	0.55% on guaranteed amount monthly	0.55% on guaranteed amount monthly	0.55% on guaranteed amount monthly	Waived 3/2009
<b>SBA Guarantee Fee *</b>	Waived 3/2009	Waived 3/2009	Waived 3/2009	Waived 3/2009	Waived 3/2009	Waived 3/2009

\*7(a) loans with maturities of 12 months or less still must pay SBA's ¼ point guaranty fee.