

**U.S. Small Business Administration**  
Hawaii District Office

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Honolulu, HI 96850  
(808) 541-2990 (808) 541-2976 - fax  
[www.sbahawaii.org](http://www.sbahawaii.org)

April 2004 Issue #80

**In this issue:**

The National Guaranty Purchase Center	1
The National Guaranty Center Frequently Asked Questions (FAQs)	2-3
Updated Internal Revenue Service (IRS) Contact Information, Revised IRS Form 4506-T, and "SBA Lender Update"	3
Breaking News: 7(a) Program Changes	4-5
Upcoming Events: Lender Training and Small Business Workshops	6
Hawaii District Office Loan Activity	7-8
SBA Outreach Efforts and Resource Rebate Certificate Update	9
Director Andy Poepoe Receives 'O'o Award, Aloha to Katie Kruse, and Erylne Lum Joins Finance Division in Cross-Training Initiative	10

**For More Information**

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-800-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)

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

## BREAKING NEWS

### 7(a) Program Changes—See page 4



#### **SBA CENTRALIZES ITS LIQUIDATION ALONG WITH LOAN SERVICING FUNCTIONS**

The SBA's 7(a) loan guaranty purchase processing and lender liquidation oversight functions have now been centralized into a single national location in Herndon, Virginia.

The Center's mission is to efficiently process guaranty purchase requests and to provide assistance and oversight, as necessary, to lenders during loan liquidation. The centralization will provide both increased standardization of the purchase process and a more reliable response time for lenders.

To accomplish this standardization, the Center is staffed with SBA professionals with expertise in 7(a) guaranty purchases and loan liquidation oversight. Some of you may know and have worked with one of the SBA Hawaii District Office (HDO) loan officers Ms. Katie Kruse who has relocated to Herndon. While HDO was sad to lose Katie, HDO's loss, however, has been the Herndon Center's gain. Read more about the Center and our farewell to Katie in this newsletter.

To access the Center's web page, go to <http://www.sba.gov/banking/herndon.html>. You may e-mail the center at [sbapurchase@sba.gov](mailto:sbapurchase@sba.gov) for issues relating to guaranty purchases, or [loanresolution@sba.gov](mailto:loanresolution@sba.gov) for general liquidation issues.

Loans in regular servicing status have been transferred to the Fresno Commercial Loan Service Center. New PLP and LowDoc loans are being shipped directly by the PLP and LowDoc Centers to the Fresno Commercial Loan Service Center after approval. Any changes or requests concerning these newly approved loans will have to be directed to:

Fresno Commercial Loan Service Center  
U.S. Small Business Administration  
2719 North Air Fresno Drive  
Fresno, CA 93727-1547

For questions, call the Fresno Center at 1(800) 347-0922 and ask for an available loan officer, or you may send an e-mail request to [FSC.SERVICING@SBA.GOV](mailto:FSC.SERVICING@SBA.GOV), or send a fax to (559) 487-5803.



SBA National Guaranty Purchase Center  
1145 Herndon Parkway  
Herndon, VA 20170

**National Guaranty Purchase Center Frequently Asked Questions (FAQs)**

- (1) How will the National Guaranty Purchase Center (Herndon Center) affect me?**  
The purchase and liquidation oversight processes are being streamlined in order to become more effective and efficient.
- (2) What is the “liquidation status” classification?**  
This classification is used to track loans that are downgraded from a performing, or regular servicing status. Typically, any loan that becomes more than 90 days delinquent, or is subject to an adverse event such as bankruptcy, business closure, or collateral abandonment, should be categorized in liquidation status.
- (3) Who should be notified when a loan needs to be placed in liquidation?**  
Notify the office that currently services the loan, most likely either the Fresno or Little Rock Commercial Loan Service Centers. Fresno or Little Rock will then transfer liquidation loans to the Herndon Center, and you will receive notification and instructions from Herndon shortly after a file is received.
- (4) Do duplicate copies of documentation need to be sent to the Herndon Purchase Center when placing a loan in liquidation which is still at the Fresno or Little Rock service center?**  
No. Send one submission to Fresno or Little Rock, and the centers will send the loan file with your documentation to Herndon as one package.
- (5) For what types of servicing or liquidation actions should Herndon be notified?**  
Lenders are expected to take routine servicing and liquidation actions that are within their unilateral authority without notification to or from Herndon. For an action that requires SBA approval (i.e., a liquidation plan approval for a CLP or GP lender), submit your written request to Herndon and you will receive appropriate notification.
- (6) Do I send a request for SBA approval or concurrence if an action is within my unilateral authority?**  
No. An action falling within your unilateral authority does not require requesting approval or concurrence from SBA. Whether approval is necessary is determined by the type of lender and loan program.
- (7) Will the Fresno and/or Little Rock Commercial Loan Service Centers continue to be used?**  
Yes, Fresno and/or Little Rock will continue to handle approved loans and loans in regular servicing status. Loans that are newly delinquent and undergoing workout or restructure will also be retained in Fresno or Little Rock. Loans placed in liquidation status will be transferred from Fresno and Little Rock to Herndon for monitoring and to provide a resource for lenders requiring SBA action or approval in the liquidation process.
- (8) How will I know if my loan has been transferred from Fresno/Little Rock to Herndon?**  
You are to receive written notification and instructions from Herndon several days after a loan is transferred. If you do not receive notification, it is possible that your loan remains in either Fresno or Little Rock, and you can inquire with those offices about the status.
- (9) Who would I contact in Herndon if there is an issue requiring SBA’s approval?**  
Send a brief e-mail which summarizes the issue to the Herndon e-mail address, [loanresolution@sba.gov](mailto:loanresolution@sba.gov) and the matter will be assigned to a loan officer. Remember that actions within a lender’s unilateral authority must be taken without notification to or approval from Herndon.
- (10) Who can I contact for immediate assistance on an urgent matter?**  
The lender hotline telephone number is currently (703) 487-9283. Leave a message and a loan officer will contact you. Information or urgent requests may also be faxed to (202) 481-4674.
- (11) Where can I send a guaranty purchase request?**  
Please submit a guaranty purchase request to the office that currently oversees servicing of your loan. If the loan is in regular servicing status in the Fresno or Little Rock center, send your request directly to the appropriate center, and the loan file and your request will be sent to Herndon. If your loan is in liquidation status and already assigned to Herndon, please send your guaranty purchase request directly to Herndon and your request will be matched with the loan file and assigned to a loan officer.

- (12) **Instead of using the SBA transaction history form, is the bank’s transcript acceptable?**  
 Lending institutions have their own unique electronic records and coding systems, however, if SBA can understand the coding on the bank transcript or the coding can be explained on the form, and shows a breakdown for application of principal and interest along with any other accounting transactions, SBA will be able to use the bank transcript. Otherwise, the lender must complete SBA’s [Form 1149](#). The lender must certify the transcript submitted for purchase.
- (13) **Where are SBAExpress purchases and liquidation handled?**  
 The Fresno and Little Rock commercial service centers will continue to handle SBAExpress purchases and liquidation oversight.



## LENDER TIDBITS

### UPDATED INTERNAL REVENUE SERVICE (IRS) CONTACT INFORMATION

Following are the updated points of contact for IRS tax transcripts to verify business financial information included in an SBA loan application. This applies to the 7(a) and 504 LoanPrograms:

Fresno	Linda Wade	Alicia Bradshaw	Sherry Hall
1950G Street	559/253-4956 (ph.)	559/253-4961 (ph.)	559/253-4958 (ph.)
Fresno, CA 93888	559/253-4993 (fax)	559/253-4993 (fa.)	559/253-4993 (fax)

If you have any questions regarding any of the above, please feel free to contact Jerry Hirata at 541-2969 or Kim Hite at 541-3024.

### **Revised IRS Form 4506-T**

Effective March 4, 2004, all SBA 7(a) and 504 related-requests for IRS tax transcripts must be submitted to IRS Service Centers using the new IRS Form 4506-T. SBA’s logo must be included at the top of the form to ensure SBA-related requests are provided expedited handling and that requesters are not charged for tax transcripts. A copy of Form 4506-T is on the SBA Banking site, <http://www.sba.gov/banking/>.

### **“SBA LENDER UPDATE” via LISTSERV**

SBA partners may receive “SBA LENDER UPDATE,” containing breaking news about SBA Lending Programs, via e-mail. To do so, sign up on LISTSERV, an SBA electronic mailing list used to electronically disseminate topic-related publications. To subscribe, go to the LISTSERV website:

<http://www.sba.gov/banking/listserv.html>.



## BREAKING NEWS

### **7(a) Program Changes**

The following is a summary of the 7(a) program changes that take effect immediately, starting on April 5, 2004, and expire on September 30, 2004, unless extended by subsequent legislation.

#### **Loan Amount**

1. Pursuant to this Notice, the temporary \$750,000 loan cap imposed by Policy Notice 5000-902 dated December 30, 2003 and which took effect on January 8, 2004, is lifted. The limit on the gross amount of a 7(a) loan once again is \$2.0 million, under section 7(a)(3)(A) of the Small Business Act (“Act”).
2. H.R. 4062 temporarily increases the loan guaranty limit under section 7(a)(3)(A) of the Act from \$1.0 million to **\$1.5 million**. (For example, a \$2.0 million loan may now have a 75% guaranty.) This increase in the loan guaranty limit applies to loans approved on or after April 5, 2004 and through and including September 30, 2004.

#### **Lien Position/Combination Financing**

1. Pursuant to this Notice, the portion of Policy Notice 0000-1709 dated January 13, 2004, which temporarily prohibited the piggyback loan structure (see SOP 50 10 4, Subpart A, Chapter 2, paragraph 4(g)(3)) from qualifying for a 7(a) loan, is rescinded.
2. H.R. 4062 also creates a temporary new term, “Combination Financing,” to describe a type of financing commonly known as “piggyback financing”. The legislation provides that Combination Financings must meet the following requirements:
  - The financing must be comprised of both a loan guaranteed under the 7(a) loan program and a commercial loan which is not guaranteed by the federal government.
  - The commercial loan may be made by the same participating lender that is making the 7(a) loan or by a different lender.
  - The commercial loan may be (but is not required to be) secured by a lien senior to the lien securing the 7(a) loan.
  - The commercial loan may be made by a PLP lender.
  - The commercial loan amount must not exceed the gross amount of the 7(a) loan.

If a PLP lender is making both the commercial loan and the 7(a) loan in a Combination Financing, the lender must submit the 7(a) loan to the SBA District Office, not the PLP Processing Center, for processing and approval.

#### **Other Requirements for Combination Financing**

In addition to the items above, SBA is establishing the following requirements for Combination Loans:

- The term of the first lien note must be similar to the term of the SBA guaranteed loan, but no less than half the maturity of the SBA guaranteed loan.
- The first lien note must be fully amortizing and may not include a balloon payment.
- The interest rate of the first lien note may be no higher than the interest rate of the SBA guaranteed loan.

- A default interest rate on the first lien note is not permitted.
- No additional fees triggered by a default on the first lien note will be permitted.
- At least 75% of the proceeds of a Combination Financing must be used for real estate and long-term, fixed assets.
- The lien position for the SBA guaranteed loan may be no lower than second position.
- For the purpose of determining the size of the SBA loan, the “project” shall be defined as the total amount financed. It will not include the borrower’s down payment or any other items.
- The first lien note must be for a purpose that would be eligible for SBA financing.
- The lender cannot foreclose on the first lien note without foreclosing on the SBA note, therefore there must be a cross default provision in both loan notes to ensure they are treated as one loan.
- Each of these items must be documented in the loan file to expedite review of the case.
- Please refer to SOP 50 10 (4)(E) Chapter 2 (Business Loan Eligibility), Paragraph 4 (Utilization of Personal Resources) (d) (3) through (9).

### **Guarantee and Annual Fees**

1. If the commercial loan has a senior credit position to the 7(a) loan, a one-time fee equal to **0.7 percent of the amount of the commercial loan** is to be paid to SBA. This fee shall be paid by the SBA participating lender, and must be remitted when the up-front guarantee fee is paid. This fee may not be passed on to the borrower. If the commercial loan is in a shared lien (sometimes known as *pari passu*) or subordinate lien position to the 7(a) guaranteed loan, this one-time fee does not apply.
2. The on-going annual fee on all loans approved on or after April 5, 2004 and through and including September 30, 2004, is **increased to 0.36 percent** from the 0.25 percent previously allowed under section 7(a)(23) of the Act.
3. For loans approved on or after April 5, 2004 and through and including September 30, 2004, lenders **are not permitted to retain 25 percent** of the up-front guarantee fee on loans with a gross amount of \$150,000 or less (as previously allowed under section 7(a)(18)(B) of the Act), but rather must remit the full amount to SBA.
4. For loans approved on or after April 5, 2004 and through and including September 30, 2004, an additional up-front guarantee fee equal to **0.25 percent of the amount by which the guaranteed portion of the loan exceeds \$1.0 million**, must be paid to SBA.

### **SBA Express Program Changes**

1. SBA Express lenders may now approve SBA Express loans up to **\$2.0 million** (gross amount) using existing SBA Express procedures.
2. SBA will continue to accept applications for new participants in SBA Express and will continue to handle renewals under the current procedures.
3. The legislation does not change the current policies and procedures governing Export Express or Community Express.

### **Policy Waivers**

The Associate Administrator for Financial Assistance is hereby delegated the authority to waive the requirements not specifically contained in the statute.



## UPCOMING EVENTS

### LENDER TRAINING

7(a) Guaranty Loan Program

Prince Kuhio Federal Building – Room 5-208

June 2, 2004 – Wednesday 8:00am – 12:30 pm

**7(a) Guaranty Loan Program:** Eligibility, Credit Underwriting and Loan Closing

**Special Loan Programs:** Caplines, 504, Export Express and LowDoc

*Nearby parking includes:* Restaurant Row Early Bird Parking until 9:00 AM - \$7.00

District Parking Lot (Corner of Halekauwila and Pohukaina Streets) - \$4.00

Contact: Arlene Orsino 541-2988

### SMALL BUSINESS WORKSHOPS

Every Tuesday 3 - 4 p.m.

#### **Computer Boot Camp**

U.S. Small Business Administration (SBA)

Contact: 522-8130

April 21, 2004

#### **Measurable Management**

Small Business Development Center (SBDC)-Hawaii

Contact: (808) 933-0776 or (808) 974-7515

April 27, 2004

#### **Be Your Own Boss!**

SCORE

Contact: 522-8132

May 5, 2004

#### **SBA Community Express Loan**

SBA/HWBC

Contact: HWBC 522-8136

May 13, 2004

#### **Starting a Venture in Hawaii**

SBDC-Maui

Contact: (808) 875-2402

May 19, 2004

#### **8(a) Application Workshop**

SBA

Contact: 541-2990

April 17 or 24, 2004

#### **Your Enterprise Workshop: Optimizing Business Finances & Preserving Personal Wealth** SCORE

Contact: 522-8132

April 23, 2004

#### **Micro Enterprise 101**

Hawaii Women's Business Center (HWBC)/

Honolulu Community Action Program

Contact: HWBC 522-8136

April 27 – July 13, 2004

#### **NxLevel for Entrepreneurs**

SBDC-Oahu

Contact: 522-8131

May 6, 2004

#### **Grant Writing for Dollars**

SCORE

Contact: 522-8132

May 14, 2004

#### **Big Money for Small Business**

SBA/SCORE

Contact: 522-8130

May 27, 2004

#### **Small Business Resources for Veterans**

SBA/SBDC-Oahu

Contact: 522-8131

## SBA Hawaii District Office

### Loan Activity, FY 2004

Six Months Ended 3/31/04

<u>Bank</u>	<u>No. of Loans</u>	<u>Loan Amount(000's)</u> <u>Gross</u>	<u>SBA</u>
Bank of Hawaii	49	5411.6	2523.6
First Hawaiian Bank	31	3252.0	2298.0
Central Pacific Bank	12	1881.5	1385.2
Citizens Security Bank	10	2345.0	1669.5
Bank of Guam	6	979.4	712.7
American Savings Bank	5	819.5	646.6
City Bank	5	790.0	641.5
Hawaii National Bank	3	249.6	212.2
BankPacific	2	125.0	106.3
<b>Subtotal</b>	<b>123</b>	<b>15853.6</b>	<b>10195.4</b>
Innovative Bank	87	656.0	494.6
Capital One	5	225.0	112.5
<b>Total 7(a) Loans</b>	<b>215</b>	<b>16734.6</b>	<b>10802.5</b>
<b>HEDCO 504 Loans</b>	<b>18</b>	<b>7899.0</b>	<b>7899.0</b>
<b>Lokahi Pacific 504 Loans</b>	<b>3</b>	<b>1493.0</b>	<b>1493.0</b>
<b>Grand Total</b>	<b>236</b>	<b>26126.6</b>	<b>20194.5</b>

#### NUMBER OF LOANS BY COUNTY & GUAM

	<u>Oahu</u>	<u>Hawaii</u>	<u>Maui</u>	<u>Kauai</u>	<u>Guam</u>	<u>Total</u>
Bank of Hawaii	23	7	12	3	4	49
First Hawaiian Bank	20	3	5	3		31
Central Pacific Bank	10	2				12
Citizens Security Bank					10	10
Bank of Guam					6	6
American Savings Bank	3		2			5
City Bank	5					5
Hawaii National Bank	3					3
BankPacific					2	2
<b>Subtotal</b>	<b>64</b>	<b>12</b>	<b>19</b>	<b>6</b>	<b>22</b>	<b>123</b>
Innovative Bank	70	6	4	7		87
Capital One	4		1			5
<b>Total 7(a) Loans</b>	<b>138</b>	<b>18</b>	<b>24</b>	<b>13</b>	<b>22</b>	<b>215</b>
<b>HEDCO 504 Loans</b>	<b>10</b>	<b>1</b>	<b>5</b>	<b>1</b>	<b>1</b>	<b>18</b>
<b>Lokahi Pacific 504 Loans</b>			<b>3</b>			<b>3</b>
<b>Grand Total</b>	<b>148</b>	<b>19</b>	<b>32</b>	<b>14</b>	<b>23</b>	<b>236</b>

## 2004 Lending Officer of the Year Awards – Current Standings

Lending Officer	Bank	Branch	# Loans	Pts. = # Loans X 2	Bonus Points				Total = Pts. + Bonus Pts.
					Women	Veteran	Capline	IT/EWCP	
<i>Oahu</i>									
Dickinson, John	ASB	Main	4	8	4				12
Masuno, Naomi	CPB	Kaimuki	5	10	1				11
Ventura, Jeff	FHB	Ward	3	6	1	2			9
Matsumoto, Patrick	BOH	Ala Moana	3	6	1				7
Yamada, Chris	FHB	Kapahulu	3	6		1			7
Fujinaka, Keene	BOH	Pearlridge	3	6					6
Wakamura, Wesley	FHB	Kapiolani Bank. Cntr	2	4	2				6
Iwana, Iris	FHB	Main	2	4		1			5
Olanofan, Beulah	BOH	Pearlridge	2	4		1			5
Stauring, Joel	BOH	Kailua	2	4	1				5
Au, Randy	BOH	Waipahu	2	4					4
Lu, Randy	CB	Main	2	4					4
Nakagawa, Ray	ASB	Main	2	4					4
Okazaki, Lloyd	CPB	Mapunapuna	2	4					4
Pai, Lawrence	CPB	Business Banking	2	4					4
Sokolowski, Greg	CB	Main	1	2	2				4
Iwasaki, Lance	BOH	Waipahu	1	2	1				3
Shimabukuro, David	FHB	Ewa Beach	1	2		1			3
Sung, Joe	BOH	Metro	1	2	1				3
Uyeda, Dean	HNB	Makiki	1	2	1				3
Cameron, Winfred	FHB	Wahiawa	1	2					2
Chang, Paula	FHB	Main	1	2					2
Fujii, Scott	BOH	Pearlridge	1	2					2
Goo, Alvin	FHB	Hawaii Kal	1	2					2
Grace, Garrett	CPB	Main	1	2					2
Honda, Lori	BOH	Waiakamilo	1	2					2
Ikeda, Jan	FHB	University	1	2					2
Koyanagi, Jason	BOH	Metro	1	2					2
Mendonsa, Gareth	FHB	Moanalua	1	2					2
Mento, Kirk	CPB	Ward	1	2					2
Nakamura, Mark	FHB	Pearl City	1	2					2
Nishijima, May	FHB	Kaneohe Bay	1	2					2
Oshiro, Jarrett	HNB	Pearl City	1	2					2
Pingree, Gayle	FHB	Waipahu	1	2					2
Sadanaga, Karl	BOH	Waipahu	1	2					2
Senda, Dean	CB	Main	1	2					2
Shigeta, Darin	BOH	Waiakamilo	1	2					2
Suhas, Amber	BOH	Metro	1	2					2
Toilo, Lois	FHB	Aina Haina	1	2					2
Wengler, Faye	BOH	Ala Moana	1	2					2
Wong, Dennis	HNB	Airport	1	2					2
Yamamoto, Gwen	CPB	Main	1	2					2
<b>Total</b>			<b>66</b>						

### *Kauai*

Murata, Jeff	FHB	Lihue	4	8	1				9
Mayfield, Jim	BOH	Kukui Grove	3	6					6
Sandrowski, Jennifer	BOH	Kukui Grove	1	2					2
<b>Total</b>			<b>8</b>						

### *Maui*

Dagan, George	BOH	Lahaina	3	6		1			7
Wilhelm, Nicole	BOH	Kihei	3	6					6
Baker, Sue	BOH	Kahului	2	4		1			5
Feliciano, Lolita	BOH	Kahului	2	4	1				5
Peterson, Bard	FHB	Kahului	2	4	1				5
Garzino, Arnold	FHB	Kahului	2	4					4
Lum, Davin	BOH	Lahaina	1	2					2
Santander, Alvin	BOH	Wailuku	1	2					2
<b>Total</b>			<b>13</b>						

### *East Hawaii*

Higashi, Howard	FHB	Hilo	2	4					4
Uyetake, Roxann	BOH	Kaiko'o	1	2					2
Chu, Roberta	BOH	Hilo	1	2					2
<b>Total</b>			<b>4</b>						

### *West Hawaii*

Jones, Alison	BOH	Kailua-Kona	3	6	1				7
Potter, Emily	BOH	Kailua-Kona	2	4	1				5
Dermengian, Christie	BOH	Kailua-Kona	1	2	1				3
Erskine, Chuck	FHB	Kamuela	1	2					2
<b>Total</b>			<b>7</b>						

## SBA's Ongoing Outreach Efforts

As you are all aware, SBA has created a new outreach effort through our Small Business Resource Center's new business orientation class--a forum where local lenders will be able to provide an overview on key business issues. Lenders will present information on the importance of a business plan, loan documentation, credit scoring and what your credit score means, and developing a relationship with your lender. This is SBA's way of introducing our financial assistance programs to new and growing small businesses.

We have been continuing the lender orientation forum from February 5, 2004 through May 7, 2004. After May 7, we will again evaluate the program. To be placed on the lender's orientation schedule, please contact Erlyne Lum at 541-2983.

Ray Nakagawa, American Savings Bank



Lawrence Pai, Central Pacific Bank



## **Resource Rebate Certificate Update**

As discussed in our last Lenders Quarterly, in an effort to track the results of our resource partners' training—including financial assistance to small businesses-- we are currently developing a rebate certificate. This effort also will monitor and promote our training and loan programs.

The first round of training courses will begin mid-April and will be completed by early July. After participants complete their selected course, they will receive a certificate that can be used to access selected rebates with participating lenders. Lenders should expect to see these certificates arriving at their local branches by mid- to late July. This program is designed to create a bridge between the small business and lending community.

After receiving the necessary training SBA's resource partners have developed, small businesses will be better prepared when seeking financial assistance.

For more information, please contact Mary Dale at 541-2948.



## Aloha to Katie Kruse

HDO sadly bade farewell to Katie at a luncheon at The Willows restaurant on January 29, 2004. One of Katie's sisters was also able to participate in the luncheon. Katie performed her favorite hula for us, Keali'i Reichel's "E Ho'i I Ka Pili." We will miss Katie and all her good work at our office.



We wish Katie the best in her new assignment at the Herndon Center!

## SBA Hawaii District Office Director Andy Poepoe Receives 'Ō'ō Award



The Native Hawaiian Chamber of Commerce has selected Andy Poepoe as a 2004 'Ō'ō Award winner. The award will be presented on Friday, April 23, 2004, at the Chamber's annual awards and scholarship dinner at the Hyatt Regency Waikiki.

Since 1977, the Native Hawaiian Chamber has honored those of Hawaiian ancestry for their accomplishments and leadership in business, industry, and the professions. Annually, winners are presented with an 'Ō'ō, the Hawaiian digging stick, to symbolize the hard work these recipients put forth to be successful in their fields. Andy joins 44 prior winners of this distinguished award.

The awards ceremony also serves as a benefit for the scholarship fund of the Native Hawaiian Chamber. The scholarship funds assist Native Hawaiians who are pursuing higher education and professional development.



## Erlyne Lum Joins Finance Division as HDO Continues its Cross-Training Initiative

Erlyne Lum, Business Opportunity Specialist in the 8(a) Program, joined the SBA Capital Access team late February to work with lenders on a 120-day detail assignment. Erlyne succeeds Mary Dale who also served a similar assignment. Erlyne will be happy to work with lenders supporting SBA loans and can be reached at 541-2983.

