



# North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210  
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## FEBRUARY, 2004

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit [www.sba.gov](http://www.sba.gov) and click on 'Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at [cecelia.rolls@sba.gov](mailto:cecelia.rolls@sba.gov).

### MOST ACTIVE LENDER RANKINGS FY 2004 YTD

October 1, 2003 – January 31, 2004

#### LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
<b>Large Banks</b>				
1. Bank of America	87	1	88	\$2.3
2. Capital One	53	0	53	\$2.4
3. Innovative Bank	20	0	20	\$0.1
4. First Citizens Bank & Trust Co.	14	4	18	\$3.9
5. Wachovia Bank	16	0	16	\$11.6
<b>Community Banks</b>				
1. Bank of Granite	14	2	16	\$4.9
2. Surrey Bank & Trust Company	15	0	15	\$1.9
3. Southern Bank & Trust Co.	11	0	11	\$1.0
4. Sound Banking Co.	8	0	8	\$0.5
<b>Small Business Lending Companies</b>				
1. CIT Small Business Lending Corporation	17	0	17	\$10.2
2. Self-Help Credit Union	12	0	12	\$0.8
<b>Certified Development Companies</b>				
1. Charlotte Certified Development Corporation		10	10	\$5.6
2. Self-Help Ventures Fund		6	6	\$2.6
3. Centralina Development Corporation		5	5	\$0.8

## **SBA LENDERS CONFERENCE MARCH 9-10, 2004 IN GREENSBORO**

There's still time! Register Now! The NC Bankers Association (NCBA) is hosting an SBA Lenders Conference on March 9th and 10th, 2004 at the Greensboro Downtown Marriott, Greensboro. It's a great opportunity for new and experienced lenders to stay current on SBA Programs! Breakout sessions will include:

- SBA Loan Programs – When Where and How
- Help Your Customers Succeed with SCORE & SBTDC
- Closing the Loan – Protect Your Guaranty
- Eligibility Requirements
- International Trade Loans & Services
- Servicing the Loan – Who Does What
- The Loan Package – Complete it Right the First Time
- Liquidation, Litigation & Purchases
- 504 Loans – How They Can Work for Your Bank
- Secondary Markets – Maximize Your Lending Authority

For more information on the conference, contact Kelly at the NCBA Meetings Department, [kelly@ncbankers.org](mailto:kelly@ncbankers.org), or call (800) 662-7044.

## **SBA PROPOSES LEGISLATION TO EXPAND SBAEXPRESS PROGRAM**

SBA has announced a new legislative proposal expanding the *SBAExpress* Program that is expected to add at least \$3 billion in lending authority to the 7(a) loan program this year. If enacted, the bill would allow the agency to increase lending authority by more than 30 percent, providing money for thousands more small loans in fiscal year 2004. The bill would also remove the current lending cap of \$750,000, and allow loans up to \$2 million.

With *SBAExpress* lenders apply for 7(a) loans using their own forms and processes instead of SBA's. The entire 7(a) program would move to a guaranty rate of 50 percent.

This change would allow the SBA to increase lending authority by over 30 percent. The proposed changes have the added benefit of moving the 7(a) program toward the goal of a permanent zero subsidy level. Preliminary data indicate that if this proposal is passed and signed into law, 7(a) could move to zero subsidy with fees that are below current congressionally mandated rates, making 7(a) loans even more attractive to small business owners and lenders.

If you have any questions, contact the NC District Finance Division at 704-344-6810.

## **SMALL BUSINESS WEEK 2004**

SBA's annual National Small Business Week commemoration, SBA Expo 2004, will be held in Orlando, Fla., May 19-21 at the Orange County Convention Center.

The celebration honors America's leading entrepreneurs, and includes the announcement of the *National Small Business Person of the Year*. Special events this year will include a small business expo, a business matchmaking event, business seminars, a town hall meeting, and award ceremonies honoring women entrepreneurs and state and national small business winners. Other highlights will include business industry leaders and speakers from trade associations, and state level and federal government.

For more information about SBA Expo '04, visit [www.sba.gov/50](http://www.sba.gov/50).

## **FROM THE REGIONAL ADMINISTRATOR'S DESK**

### *The Products of Change*

Progress is most often the product of positive change. For the past three years, SBA has been making progress toward meeting Administrator Barreto's goal of transforming SBA into a streamlined, customer centric, 21st century agency. It has been a bold move, but one that promises a big return for our lenders, technical assistance partners, and most importantly, our small business customers.

I believe the success of this agency can be measured, at least in part, by the number of small businesses we touch with our training, counseling, loan guarantee and contracting programs. By that standard, we are clearly on the right track. For the first quarter of fiscal year 2004, lending activity in some states is up almost 70% over the same period last year. Agency wide, 2004 is shaping up to be another record setting year for SBA programs.

In the nine southern states that comprise Region IV, SBA and its partners (the SBDC, SCORE and Women's Centers) exceeded projected 2003 counseling and training numbers by over 16%. Equally impressive has been the 53% rise in Region IV lending activity in just two years; an increase from six thousand loans in 2001 to over nine thousand in 2003. Each of those loans represents jobs. Jobs that are being retained because SBA was able to keep capital flowing through small businesses and into the economy. Jobs that are being created as new products and services hit the market. Jobs that are giving our economy the muscle it needs to push for a complete recovery in the weeks and months ahead.

From the tip of Florida to Western Kentucky and from Gulfport, Mississippi to the North Carolina Outer Banks, SBA is out there, working to help small businesses get their start, to build and to grow. I am particularly proud of the innovative work by our staff and partners across Region IV. You are making SBA a significant contributor to this economy. Together, we are building communities, creating opportunity, and helping people realize their dreams.

During our Region IV celebration of SBA's 50th Anniversary in Jacksonville, Florida, Administrator Barreto restated his commitment to expanding SBA's reach to a greater portion of America's small businesses. He believes, as I do, that SBA's best days lay ahead. We are on a course to achieve lasting positive change within this agency and ensuring that SBA's next 50 years are even better than the last.

Nuby Fowler  
Regional Administrator

### **SBA VET Gazette NEWSLETTER**

"Do you have any veteran clients? Tell them about SBA's VET Gazette. VET Gazette places special emphasis on SBA programs and other initiatives for veterans and service disabled veteran entrepreneurs with up-to-date information on all of SBA's programs and services, available resources and related small business issues.

To subscribe to the VETGazette and other SBA Online publications visit <http://www.sba.gov> and click on SUBSCRIPTIONS.

### **LENDERS SBA WEB SITE – “www.sba.gov/banking”**

SBA website contains complete information on all SBA loan programs, all SBA Forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to you as a lender, please let us know.

### **MONTHLY LENDER WORKSHOP**

The NC District Office conducts Lender Workshops from 9:00 a.m. until 12:15 p.m. on the second Tuesday of each month at the Charlotte office. See below for upcoming dates. The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. The March session has been cancelled due to the SBA Lenders Conference. Call Celia Rolls at (704) 344-6810 to register.

April 13  
May 11

## **REMINDER: SBA DAYS**

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

<b>Sponsor</b>	<b>Location</b>	<b>Day</b>	<b>Hours</b>	<b>Phone Number</b>
Cary Chamber	Cary	Third Wednesday	10 a.m. - 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m. - 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m. - 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m. - 2 p.m.	828-328-6000
Cabarrus Co. Chamber	Kannapolis	Fourth Thursday	9 a.m. - 3 p.m.	704-782-4000
Lake Norman Chamber	Cornelius	Third Thursday	9 a.m. - 2 p.m.	704-892-1922
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

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### **N.C. DISTRICT OFFICE LENDER CONTACTS**

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