

## Oklahoma SBA Loans up by 85 % in 1st Quarter

SBA lending in Oklahoma increased significantly in the first quarter of Fiscal Year 2010 ending December 31. Compared to the first quarter of FY 2009, the total number of SBA loans increased 85 percent and the dollar volume of lending increased 76 percent from \$30.1 million to \$53.4 million. A total of 163 loans were made in the first quarter of the current fiscal year, compared to 88 loans made during the first quarter of fiscal 2009.

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The Lender's Advantage is published by the U.S. Small Business Administration's Oklahoma District Office, located at 301 N.W. 6th St. Suite 116, Oklahoma City, OK 73102, to provide relevant and timely information to Oklahoma lenders. **For questions or more information, call Darla Booker, 405-609-8012 or email [darla.booker@sba.gov](mailto:darla.booker@sba.gov).**

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

### Oklahoma Top 10 SBA Lenders & CDCs through January - FY 2010

#### Top volume lenders by number of loans

1	BancFirst	30 loans	\$8,712,300
2	JP Morgan Chase Bank, N.A.	16 loans	\$1,452,200
3	Arvest Bank	15 loans	\$2,587,200
4	Borrego Springs Bank, N.A.	14 loans	\$457,000
5	MidFirst Bank	10 loans	\$471,000
6	Superior Financial Group, LLC	9 loans	\$100,000
7	ONB Bank & Trust Company	7 loans	\$1,703,000
8	Citizens Security Bank & Trust Co.	5 loans	\$4,506,000
9	Great Plains National Bank	5 loans	\$1,523,000
10	First Bank of Owasso	5 loans	\$540,000

#### Top volume CDCs by number of loans

1	Metro Area Development Corporation	10 loans	\$4,172,000
2	Rural Enterprises of Oklahoma, Inc.	5 loans	\$1,077,000
3	Small Business Capital Corp.	4 loans	\$1,399,000
4	Tulsa Economic Development Corp.	3 loans	\$1,168,000

#### Top volume lenders by dollar value of loans

1	BancFirst	30 loans	\$8,712,300
2	Citizens Security Bank & Trust Co.	5 loans	\$4,506,000
3	RCB Bank	4 loans	\$3,365,000
4	First Financial Bank	3 loans	\$3,116,000
5	Arvest Bank	15 loans	\$2,587,200
6	ACB Bank	2 loans	\$2,405,000
7	Security Bank	3 loans	\$2,098,500
8	ONB Bank & Trust Company	7 loans	\$1,703,000
9	The First National Bank	1 loan	\$1,660,000
10	Security First National Bank	1 loan	\$1,620,800

#### Top volume CDCs by dollar value of loans

1	Metro Area Development Corporation	10 loans	\$4,172,000
2	Small Business Capital Corp.	4 loans	\$1,399,000
3	Tulsa Economic Development Corp.	3 loans	\$1,168,000
4	Rural Enterprises of Oklahoma, Inc.	5 loans	\$1,077,000



**By Fred Munden, Lead Loan Officer, Business Development Specialist**

## *What Fred Said....*

Today, more than ever, small businesses have a great opportunity to boost sales by entering the foreign market and SBA has a loan program to help.

In 2009, SBA guaranteed 35 export working capital loans to Oklahoma entrepreneurs, valued at more than \$17 million. The good news for lenders is that SBA offers a 90% guarantee on export loans, all day, every day! Export loans can be combined with XM Bank loans in quantities that exceed the SBA loan limits.

Another plus for lenders is that you do not have to go through a centralized processing center. You can get personal service from John Blum, Regional Manager, Export Solutions Group, Office of International Trade. John works at the U.S. Export Assistance Center in St. Louis. Export loans can be complicated and John can help you with the paperwork. He can help you structure the loan so that it presents the least risk to the lender. What's more is that John services the loans! In addition,

the center offers assistance from the U.S. Department of Commerce, the U.S. Export-Import Bank and other public and private organizations, all at one location.

Visit the SBA website for details on the loan program. In brief, export loans will support 100 percent of supplier costs for an export transaction. The loans can also be used to even out cash flow when exporters have negotiated longer sales terms and cannot carry the resulting receivables with their own working capital. Export loans can be short-term loans for a single contract or in the form of a line of credit that supports ongoing export sales for a period of 12 months.

For more information, contact John at:

**John Blum**

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## **Top 10 SBA Loans for January 2010**

Date	Borrower	City	Loan Amount	Lender
1/21/2010	ASPEN MEDICAL IMAGING,	BROKEN AR-	\$1,500,000.00	CITIZENS SECURITY BANK & TRUST COM-
1/11/2010	KROLL AG, LLC	BILLINGS	\$1,499,955.00	ACB BANK
1/6/2010	Yorktown Management & Finan-	Tulsa	\$1,499,400.00	BANCFIRST
1/21/2010	Super Mart LLC	Edmond	\$604,000.00	METRO AREA DEVELOPMENT CORPORA-
1/5/2010	OASIS SUPPLY & TRADE, LLC	OKLAHOMA	\$270,000.00	ONB BANK AND TRUST COMPANY
1/4/2010	Smartsafe Enterprises L.L.C. I	Moore	\$207,000.00	RURAL ENTERPRISES OF OKLAHOMA, INC.
1/12/2010	BBD II	Tulsa	\$180,000.00	BANCFIRST
1/14/2010	Avid Extreme Sports LLC	Moore	\$166,500.00	BANCFIRST
1/11/2010	PRECISION SPINAL HEALTH	BARTLESVILLE	\$142,380.00	REGENT BANK
1/26/2010	Hominy Auto Supply LLC	Hominy	\$122,400.00	FIRST BANK OF OWASSO

**Save the  
Date  
2010 Small  
Business Awards  
Luncheon  
April 6, 2010**

Oklahoma Small Business Award winners will be recognized during a luncheon April 6, at Rose State College in Midwest City, Okla. For more information, please contact Victoria Armstrong, 405-733-7348.

## ***SBA reactivate Recovery Loan Queues for 7(a) and 504 Recovery Act Loans***

As a result of increased lending activity and in anticipation of the end of the availability of Recovery Act funds, SBA has reactivated the Recovery Loan Queues for 7(a) and 504 Recovery Act loans effective February 22, 2010. Eligible 7(a) loan applications that are in the Recovery Loan Queue and are funded (as evidenced by receipt of an SBA loan number) before February 28, 2010 will be eligible to receive both fee relief and an increased guarantee percentage.

However, any application that is in the Recovery Loan Queue that is funded after February 28 will only be eligible for fee relief, unless Congress again extends the authority for the increased 7(a) guarantee prior to February 28. If Congress extends SBA's authority for the increased 7(a) guarantee after February 28, only those applications received by SBA on or after the effective date of the extension will be eligible to receive the higher guaranty.

Applicants will be able to determine where they are in the SBA Recovery Loan Queue by accessing SBA's website. The website address is [www.sba.gov/recoveryq](http://www.sba.gov/recoveryq).

View the complete notice here: <http://collab.sba.gov/notices/SBA%20Procedural%20Notices/5000-1142.doc>

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## ***Administration announces new small business lending initiatives***

President Obama has announced two new small business lending initiatives to help increase access to capital and create jobs. These temporary Small Business Administration initiatives include a refinancing program for small business owner-occupied commercial real estate and an expanded working capital loan program. At the same time, the president continued his call for a permanent increase of the maximum loan sizes for SBA's 7(a), 504 and microloan programs and to extend the successful small business Recovery Act lending programs. These initiatives are part of the Administration's broader agenda to improve access to credit for small businesses, including a proposal to transfer, through legislation, \$30 billion to a new Small Business Lending Fund that will support lending by community and smaller banks. For more information, visit <http://www.sba.gov/jobsandcapital/>

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## ***Small Business Recovery Act impact in Oklahoma***

As of February 19, SBA has approved 563 7(a) and 504 Recovery Act-funded loans supporting \$187,214,800 in lending to Oklahoma small businesses.

From March to the date of this report the average weekly loan volume of Recovery and non-Recovery loans in Oklahoma has increased by 35 percent in dollar volume compared to January and February volumes (from \$2,395K per week to \$3.226K per week.)