

QUICK REFERENCE TO SBA LOAN PROGRAMS						QUICK REFERENCE TO OTHER GOVERNMENT GUARANTEED LOAN PROGRAMS		
06/01/2012						06/01/2012		
	<b>Patriot Express</b>	<b>Export Express</b>	<b>Express</b>	<b>PLP 7(a) &amp; Regular 7(a)</b>	<b>504</b>		<b>USDA Rural Development B&amp;I Loan Guarantee</b>	<b>USDA FSA Loan Guarantee</b>
<b>Maximum Loan Amount</b>	\$500,000	\$500,000	\$350,000	\$5,000,000	No Limit on 1st Mortgage	<b>Maximum Loan Amount</b>	Typically \$10,000,000 Up to \$40,000,000 in certain cases	Typically \$1,112,000
<b>Maximum Guaranteed Amount</b>	\$375,000	\$375,000	\$175,000	\$3,750,000	Direct Funded Bond Program	<b>Maximum Guaranteed \$</b>	See percentages below	Typically \$1,000,800
<b>Maximum Guaranty % and Total Guaranty Fee</b>	85% on loans up to \$150,000 75% on loans over \$150,000 Guaranty Fee 2% up to \$150,000 Guaranty Fee 3% up to \$500,000 If loan will be in place 12 months or less, fee is 0.25% for any \$ amount	90% on loans up to \$350,000 75% on loans over \$350,000 Guaranty Fee 2% up to \$150,000 Guaranty Fee 3% up to \$500,000 If loan will be in place 12 months or less, fee is 0.25% for any \$ amount	50% on all loan amounts Guaranty Fee 2% up to \$150,000 Guaranty Fee 3% up to \$350,000 If loan will be in place 12 months or less, fee is 0.25% for any \$ amount	85% on loans up to \$150,000 75% on loans over \$150,000 Guaranty Fee 2% up to \$150,000 Guaranty Fee 3% up to \$700,000 Addl .25% on gov't portion over \$1MM If loan will be in place 12 months or less, fee is 0.25% for any \$ amount	Up to \$5MM** gross debenture or 40% of project, whichever is less (**May qualify for up to \$5.5MM gross debenture or 40% of project if borrower is a manufacturer, or if project creates 10% reduction in energy consumption, or generates renewable energy or fuels such as biodiesel or ethanol)	<b>Maximum Guaranty Percentage and Total Guaranty Fee</b>	80% Gty on loans up to \$5MM 70% on loans > \$5MM up to \$10MM 60% on loans over \$10MM 1% fee on guaranteed portion May charge bank fees, late fees & prepayment penalties no greater than those charged on non-guaranteed loans for similar transactions	Typically 90% Gty 1% fee on guaranteed Portion May charge bank fees, late fees & prepayment penalties no greater than those charged on non-guaranteed loans for similar transactions
<b>Maximum Term</b>	Real estate--25 yr. Equipment--10 yr. (25 yr. if supported by useful life) Leaseholds--10 yr. (Limited to lease term) Inventory--10 yr. Working Capital--10 yr. Goodwill--10 yr.	Real estate--25 yr. Equipment--10 yr. (25 yr. if supported by useful life) Leaseholds--10 yr. (Limited to lease term) Inventory--10 yr. Working Capital--10 yr. Goodwill--10 yr.	Real estate--25 yr. Equipment--10 yr. (25 yr. if supported by useful life) Leaseholds--10 yr. (Limited to lease term) Inventory--10 yr. Working Capital--10 yr. Goodwill--10 yr.	Real estate--25 yr. Equipment--10 yr. (25 yr. if supported by useful life) Leaseholds--10 yr. (Limited to lease term) Inventory--10 yr. Working Capital--10 yr. Goodwill--10 yr.	For 2nd mortgage - only terms avail. Real Estate - 20 yr Equipment - 10 yr Bank carries 2nd mortgage only until debenture funds, minimum 3 months or until construction is completed Min. term req.: CRE - 10 yr.; Eqp. - 7 yr.	<b>Maximum Term</b>	Purchase, construct, expand, repair or improve real estate - up to 30 yr. Machinery & equipment - up to 15 yr. Start-up costs & working capital - up to 7 yr.	Acquire or enlarge a farm - up to 40 yr. if supported by useful life. Farm equip & fixtures - up to 7 yr. Livestock - 2 to 7 yr. depending on life expectancy Crops - Typically 1 yr.
<b>Maximum Interest Rate</b> (may be Fixed or Variable)	<b>Loans ≤ \$25,000:</b> < 7 years--Base Rate* + 4.25% ≥ 7 years --Base Rate* + 4.75% <b>Loans ≥ \$25,000 and ≤ \$50,000:</b> < 7 years--Base Rate* + 3.25% ≥ 7 years --Base Rate* + 3.75% <b>Loans &gt; \$50,000:</b> < 7 years--Base Rate* + 2.25% ≥ 7 years --Base Rate* + 2.75%	<b>Loans ≤ \$50,000:</b> Base Rate* + 6.5% <b>Loans &gt; \$50,000:</b> Base Rate* + 4.5%	<b>Loans ≤ \$50,000:</b> Base Rate* + 6.5% <b>Loans &gt; \$50,000:</b> Base Rate* + 4.5%	<b>Loans ≤ \$25,000:</b> < 7 years--Base Rate* + 4.25% ≥ 7 years --Base Rate* + 4.75% <b>Loans ≥ \$25,000 and ≤ \$50,000:</b> < 7 years--Base Rate* + 3.25% ≥ 7 years --Base Rate* + 3.75% <b>Loans &gt; \$50,000:</b> < 7 years--Base Rate* + 2.25% ≥ 7 years --Base Rate* + 2.75%	For SBA's 2nd mortgage - always Fixed at time of bond funding for term of the loan Bank's 1st Mortgage and Interim 2nd mortgage is limited only by what is reasonable and legal	<b>Maximum Interest Rate</b> (may be Fixed or Variable)	No maximum, but subject to Agency review & approval. Variable rate not to adjust more often than quarterly.	No maximum rates set by FSA, however must not exceed rate Lender charges its average ag loan customer
<b>Use of Proceeds</b>	Real Estate (majority owner occupied) Equipment or Leaseholds Inventory or Working Capital Goodwill	Real Estate (majority owner occupied) Equipment or Leaseholds Inventory or Working Capital Goodwill	Real Estate (majority owner occupied) Equipment or Leaseholds Inventory or Working Capital Goodwill	Real Estate (majority owner occupied) Equipment or Leaseholds Inventory or Working Capital Goodwill	Real Estate (majority owner occupied) Equipment	<b>Use of Proceeds</b>	Real estate (owner-occupied or not) Purchase machinery & equipment Start-up costs & working capital Business acquisition that will prevent job loss or closure of business	Acquire or enlarge a farm Farm equipment & fixtures Livestock, feed & seed Farm operating expenses
<b>Allows for revolving lines?</b>	Yes - Typically up to 7 years	Yes - Typically up to 7 years	Yes - Typically up to 7 years	No	No	<b>Allows for revolving lines?</b>	No	Yes - Advances within 5 years, Repayment within 7 years
<b>Refinance our own debt?</b>	Yes - See posting on SBA Intranet site for eligibility requirements	Yes - See posting on SBA Intranet site for eligibility requirements	Yes - See posting on SBA Intranet site for eligibility requirements	No - Must submit app via Regular 7a to SBA for their review & approval	Only under special 504 re-fi program	<b>Refinance our own debt?</b>	Yes - If less than 50% of total project	Yes - If improving farm's cash flow & likelihood of success
<b>Acceptable Underwriting</b>	LendingPRO or trad. Bus. Banking	LendingPRO or trad. Bus. Banking	LendingPRO or trad. Bus. Banking	LendingPRO or trad. Bus. Banking	LendingPRO or trad. Bus. Banking	<b>Acceptable Underwriting</b>	Traditional business banking only	Traditional business banking only
<b>Minimum Collateral Required</b>	1st lien on assets being financed	1st lien on assets being financed	1st lien on assets being financed Unsecured up to \$50,000 per bank policy	1st lien on assets being financed Add'l collateral required if LTV < 1:1 Life insurance assignment if LTV < 1:1	Determined by CDC and SBA Life insurance not required on 1st mtg	<b>Minimum Collateral Required</b>	Minimum 1:1 coverage using bank discount rates	Best lien position available. Minimum 1:1 coverage. Additional security required when available.
<b>Minimum Equity Requirements</b>	Real Estate - 10% Start-up Business - 10% Business Acquisition - 10%	Real Estate - 10% Start-up Business - 10% Business Acquisition - 10%	Real Estate - 10% Start-up Business - 10% Business Acquisition - 10%	Real Estate - 10% Start-up Business - 10% Business Acquisition - 10%	R/E - 10% (Special Use Bldg - 15%) Start Up (< 2 years old) - 15% Start Up & Special Use Building - 20%	<b>Minimum Equity Requirements</b>	Minimum tangible net worth on GAAP balance sheet of 10% for existing business or 20% for start-up	No minimum set by FSA; decided by credit approver on a case-by-case basis per underwriting guidelines
<b>Other</b>	Business must be owned >50% by veteran, active duty in TAP, nat'l guard reservist, or spouse thereof Add'l collateral for loans over \$350M	Available to borrowers in business at least 12 months and entering or expanding an export market			Administered through SBA and a Certified Development Company	<b>Other</b>	For profit & nonprofits are eligible Business must be located in MSA or town with population of 50,000 or less Start-up requires business plan with 3rd party market research to support Approval decision made by state B&I office within 3 weeks to 3 months of receiving complete application packet	Interest Assistance available on new loans to qualifying borrowers Approval decision made by local FSA office within 2 weeks of receiving complete application packet

\* Base Rate can be Wall Street Journal Prime or 3% above 30-day LIBOR as of the 1st business day of the month. Higher base rate available if fixed for full term of loan.