



U.S. Small Business
Administration

The Lender's Advantage

FYE2023

**October 2022-
September 2023**

INFORMATION

7(a) Lender Page

www.sba.gov/partners/lenders/7a-loan-program

Nebraska District Office

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Suite 100
Omaha, NE 68134
(402) 221-4691
www.sba.gov/ne

Timothy Mittan

District Director

(402) 221-3620

timothy.mittan@sba.gov

Lisa (Melissa) Tedesco

Deputy District Director

(402) 221-7229

melissa.tedesco@sba.gov

Standard 7(a) Loan Guaranty Processing Center

www.sba.gov/CitrusHeightsLGPC

6501 Sylvan Road
Citrus Heights, CA 95610
Phone: (916) 735-1960
Ext. 4368

Fax: (916) 735-1975

or

(916) 735-1680

E-mail: 7aquestions@sba.gov

Fresno Servicing Center

www.sba.gov/FresnoCLSC

Fresno, CA
1-800-347-0922
202-481-0483 Fax

E-mail: fsc.servicing@sba.gov

Liquidation & Purchase Center

www.sba.gov/HerndonNGPC

Herndon, VA
(703) 487-9283
(202) 481-4674 Fax

E-mail: loanresolution@sba.gov

504 & PLP Processing Center

6501 Sylvan Road
Citrus Heights, CA 95610
(916) 735-1223

All SBA programs and services are provided on a nondiscriminatory basis.

New FY2024 SBA 7(a) Fees

SBA Information Notice 5000-848801 announces the new fee structures for 7(a) loans approved in FY2024:

7(a) Lender's Annual Service Fee

- \$1,000,000 and less: 0.00%
- \$1,000,001 to \$5,000,000: 0.55% of the guaranteed portion of the outstanding loan balance.

7(a) Upfront Fees

- \$1,000,000 and less: 0.00%
- \$1,000,001 to \$2,000,000: 1.45% of the guaranteed portion up to \$1,000,000 plus 1.70% of the guaranteed portion over \$1,000,000.
- \$2,000,001 and greater: 3.50% of the guaranteed portion up to \$1,000,000 plus 3.75% of the guaranteed portion over \$1,000,000.

Short Term Loans-12 months or less

- \$1,000,000 or less: 0.00%
- \$1,000,001 and greater: 0.25% of the guaranteed portion.

If the 7(a) loan increases, the annual service fee and the upfront fee will be based on the revised loan amount. If two loans are made within 90 days of each other, the upfront fee will be based on the total of the two loans and will subtract any fees already paid on the first loan.

****Please see the attached SBA Notice in this email for more information regarding fees.**

New FY2024 504 Fees

SBA Information Notice 5000-849342 announces the new fee structure for 504 loans (other than loans made under the 504 Debt Refinance without Expansion Program) approved in FY2024:

- The upfront guaranty fee will be 0% (0 basis points).
- The annual service fee will be .364% (36.4 basis points) of the outstanding balance of the loan.

For 504 loans approved in FY2024 under the 504 Debt Refinance without Expansion Program:

- The upfront guaranty fee will be 0% (0 basis points).
- The annual service fee will be 0.364% plus 0.025%, for a total of 0.389% (36.4 basis points plus 2.5 basis points) of the outstanding balance of the loan.

****Please see the attached SBA notice in this email for more information regarding fees.**

SBA Express Loans to Veterans

For all SBA Express loans made to veteran-owned small businesses, the upfront guaranty fee paid by the borrower will be \$0.

Lenders must document in their loan file the veteran's eligibility for fee relief per SBA Information Notice 5000-848801 (attached to this email).

Timothy R Mittan – Nebraska District Director

From District Director’s Desk:

"It was good to be out and about in Nebraska again this year. I had the opportunity to visit banks, economic development corporations, as well as small businesses. As part of my journey around the state, I took part in roundtables that enabled our lenders, federal agencies partners, resource partners and economic development specialists to express themselves and hear about upcoming changes in the SBA. I enjoyed hearing from everyone. Thank you to all who took part. As we move forward into our 70th year as an agency, one of our goals is to help borrowers better understand the process of obtaining an SBA guaranteed loan. By doing this, we hope that the knowledge will help speed up the process and make it easier on both the borrower and the lender. Happy New Year and thank you all for your part in helping small businesses."

Sincerely,
Tim Mittan

New SBA SOP 50 10 7.1 Lender and Development Company Loan Programs

SBA released the newly updated SOP 50 10 7.1 regarding Lender and Development Company Loan Programs. It became effective on November 15, 2023. SBA has added new trainings that reflect the updates in SOP 50 10 7.1 to the “Training on Demand” website page. The link to that website is: [Training on demand | U.S. Small Business Administration \(sba.gov\)](https://www.sba.gov/training-on-demand)

Also, if you are interested in subscribing to SBA’s 7(a) and 504 Quarterly Connect calls, you can register using these links:
[Subscribe to or modify preferences for SBA OFA's 504 news](#)
[Subscribe to or modify preferences for SBA OFA's 7\(a\) news](#)

SBA Lender 7(a) Activity in Nebraska October 2022 – September 2023

LENDER NAME	LOCATION	#	AMOUNT
UNION BANK AND TRUST COMPANY	NEBRASKA	36	\$12,986,700
FIRST STATE BANK NEBRASKA	NEBRASKA	33	\$15,048,800
U.S. BANK, N.A.	OHIO	29	\$1,073,900
FIRST NATIONAL BANK OF OMAHA	NEBRASKA	17	\$2,660,600
THE HUNTINGTON NATIONAL BANK	OHIO	14	\$3,069,200
BAYFIRST NATIONAL BANK	FLORIDA	14	\$1,800,500
WELLS FARGO BANK, N.A.	SOUTH DAKOTA	10	\$6,133,300
MIDWEST BANK	NEBRASKA	8	\$2,258,800
WESTERN NEBRASKA BANK	NEBRASKA	8	\$606,800
READYCAP LENDING, LLC	NEW JERSEY	7	\$2,126,000
EMPRISE BANK	KANSAS	6	\$4,061,500

LENDER NAME	LOCATION	#	AMOUNT
LENDINGCLUB BANK, N.A.	UTAH	5	\$2,561,000
AMERICAN NATIONAL BANK	NEBRASKA	5	\$1,056,000
BMO HARRIS BANK, N.A.	ILLINOIS	4	\$4,423,900
BANKFIRST	NEBRASKA	4	\$1,761,600
WESTSIDE STATE BANK	NEBRASKA	4	\$802,400
ARBOR BANK	NEBRASKA	4	\$772,500
CUSTER FEDERAL STATE BANK	NEBRASKA	4	\$600,000
FIRST INTERNET BANK OF INDIANA	INDIANA	3	\$4,322,000
CENTRIS FEDERAL CREDIT UNION	NEBRASKA	3	\$2,785,000
CELTIC BANK CORPORATION	UTAH	3	\$2,200,700
EXCHANGE BANK	NEBRASKA	3	\$1,910,800

TOP 12 Participating Lenders in SBA’s 504 Loan Program in Nebraska October 2022 – September 2023

LENDER NAME	LOCATION	#	AMOUNT
UNION BANK AND TRUST COMPANY	NEBRASKA	8	\$9,359,884
COLUMBUS BANK AND TRUST	NEBRASKA	2	\$4,139,442
PREMIER BANK	NEBRASKA	2	\$3,046,500
FIRST WESTROADS BANK	NEBRASKA	2	\$1,582,500
FIRST STATE BANK NEBRASKA	NEBRASKA	1	\$5,936,000
FLATWATER BANK	NEBRASKA	1	\$4,075,000

LENDER NAME	LOCATION	#	AMOUNT
TS BANK	IOWA	1	\$2,555,000
BANK FIVE NINE	WISCONSIN	1	\$2,385,500
AVAILA BANK	IOWA	1	\$2,304,825
ARCHER COOPERATIVE CREDIT UNION	NEBRASKA	1	\$1,919,500
AMERICAN NATIONAL BANK	NEBRASKA	1	\$1,702,700
HOME FEDERAL BANK	NEBRASKA	1	\$1,650,000

FYE2023 SBA Activity at a Glance

Top Five* Lenders by Category October 2022 - September 2023

*Ties in number of approvals ranked by dollar amount of loans

SBA's Top SBA 7(a) Lender

Union Bank and Trust Co.	36
First State Bank Nebraska	33
U.S. Bank, N.A.	29
First National Bank of Omaha	17
The Huntington National Bank	14

SBA Top Lender – Minority-Owned

U.S. Bank, N.A.	14
The Huntington National Bank	4
ReadyCap Lending, LLC	3
Cadence Bank	3
First State Bank Nebraska	3

SBA's Top SBA 504 Lender

Nebraska Economic Development Corp.	31
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Total Dollar Amount - \$35,261,000

SBA Top Lender – Veteran-Owned

First State Bank Nebraska	3
Equitable Bank	2
Westside State Bank	2
First National Bank of Omaha	2
ReadyCap Lending, LLC	1

SBA's Top SBA 504 Loan 3rd Party Lender

Union Bank and Trust Co.	8
Columbus Bank and Trust	2
Premier Bank	2
First Westroads Bank	2
First State Bank Nebraska	1

SBA Loans by Congressional District FYE

Congressional District 1	121
Congressional District 2	128
Congressional District 3	77

SBA Top Lender – Women-Owned

U.S. Bank, N.A.	8
First State Bank Nebraska	7
The Huntington National Bank	6
Midwest Bank	5
Wells Fargo Bank, N.A.	4

SBA Top Lender – Microlending FYE– 88 Loans

Nebraska Enterprise Fund	38
Center for Rural Affairs	34
Community Development Resources	16

Total Dollar Amount - \$1,486,671

SBA Top Lenders – Rural Markets

First State Bank Nebraska	15
First National Bank of Omaha	7
Western Nebraska Bank	7
U.S. Bank, N.A.	7
Custer Federal State Bank	4

Fiscal Year-End Loan Numbers

Total SBA Nebraska Loans – 326
7a Loans - 295 504 Loans - 31
Total Dollar Amount - \$140,555,600

Average Interest Rates

Fixed: 7.81% MAX Variable Spread: 6.50%

“X” - @SBA_Nebraska Twitter.com/SBA_Nebraska

Linkedin - <https://www.linkedin.com/showcase/sbanebraska/>



SBA Information Notice

TO: All SBA Employees and 7(a) Lenders

CONTROL NO.: 5000-848801

SUBJECT: 7(a) Fees Effective October 1, 2023,
for Fiscal Year 2024

EFFECTIVE: August 29, 2023

Each year SBA reviews certain fees payable to SBA by 7(a) Lenders (“Lenders”) and borrowers to determine the appropriate fees to manage the estimated costs of the 7(a) loan program.

This Notice announces (1) the 7(a) Lender’s Annual Service Fee (also known as the “Lender’s Annual Service Fee”) and the SBA Guaranty Fee (also known as the Upfront Fee) for 7(a) loans for fiscal year 2024 (FY 2024), and (2) the exceptions to those fees authorized for FY 2024 for the 7(a) loan program.

The following fees are effective for all 7(a) loans approved on October 1, 2023, through and including September 30, 2024. For guidance on when all 7(a) loan fees are due, see SOP 50 10 7, Section A, Chapter 4, Para. C. All loan amounts are based on the gross loan approval amount, including the SBA-guaranteed and unguaranteed portions.

7(a) Lender’s Annual Service Fee:

The FY 2024 Lender’s Annual Service Fee, based on gross loan approval amount, including SBA-guaranteed and unguaranteed portions, will be:

For loans of \$1,000,000 and less: 0.00%.

For loans of \$1,000,001 to \$5,000,000: 0.55% of the guaranteed portion of the outstanding balance of the loan.

Lenders may not pass the Annual Service Fee on to the Borrower.

SBA Guaranty Fee (Upfront Fee):

Except for Export Working Capital Program (EWCP) loans and SBA Express loans made to veteran-owned businesses, the FY 2024 Upfront Fee, based on gross loan approval amount, including SBA-guaranteed and unguaranteed portions, will be:

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EXPIRES: 8/1/24

SBA Form 1353.3 (4-93) MS Word Edition; previous editions obsolete

Must be accompanied by SBA Form 58

For loans with a maturity that exceeds 12 months, the Upfront Fees are:

For loans of \$1,000,000 or less: 0.00%.

For loans of \$1,000,001 to \$2,000,000: 1.45% of the guaranteed portion of the loan up to and including \$1,000,000, plus 1.70% of the guaranteed portion of the loan over \$1,000,000.

For loans \$2,000,001 and greater: 3.50% of the guaranteed portion of the loan up to and including \$1,000,000, plus 3.75% of the guaranteed portion of the loan over \$1,000,000.

For 7(a) loans with a maturity of 12 months or less (Short-term loans):

For loans of \$1,000,000 or less: 0.00%.

For loans \$1,000,001 and greater: 0.25% of the guaranteed portion.

Multiple 7(a) loans made within 90 days of each other:

When two or more 7(a) loans (with maturities exceeding 12 months) are approved for an applicant, including its affiliates, within 90 days of each other, the loans are considered as one loan for the purpose of determining the percentage of guaranty and the Upfront Fee calculation. This rule applies regardless of whether the loans were approved by the same or different Lenders.

Annual Service Fee for multiple 7(a) loans within 90 days: The Annual Service Fee is set for each loan on a standalone basis without respect to any other loans made (i.e., the loans are not aggregated).

Upfront Fee calculation for multiple 7(a) loans within 90 Days: The applicable Upfront Fee for the subsequent loan(s) will equal the amount of the fee that would have been charged had the loans been combined, less the fee that was paid or is due to be paid on the first loan approved. The fee will never be a negative amount.

Lenders are not permitted to split loans for the purpose of avoiding fees. These rules apply regardless of whether the loans were approved by the same or different Lenders.

Additional Upfront Fee for Extensions of Short-Term 7(a) Loans

When the maturity of a short-term 7(a) loan greater than \$1,000,000 is extended beyond 12 months, an additional Upfront Fee is due. In addition, when an EWCP loan greater than \$1,000,000 with an original maturity of up to 24 months is extended beyond the original maturity date and up to 36 months, an additional Upfront Fee is due. Lenders may contact the appropriate [SBA Commercial Loan Service Center](#) (or the Office of International Trade for EWCP loans) for assistance. The additional fee must be paid electronically to SBA within 30 days from the date the Lender agrees to the extension, or the total loan guaranty will be canceled. The Lender may charge the additional fee to the borrower after the Lender has notified SBA that the maturity has been extended and has paid the additional Upfront Fee.

Upfront Fee for SBA Express Loans Made to Veteran-owned Small Businesses:

For all SBA Express loans made to businesses owned and controlled by a [veteran](#) or spouse of a veteran, the Upfront Fee will be \$0 in accordance with section 7(a)(31)(G) of the Small Business Act (15 U.S.C. § 636(a)(31)(G)). Lenders must document in their loan file the eligibility for fee relief.

Upfront Fee for EWCP Loans:

For EWCP loans of \$1,000,000 or less (regardless of maturity): the Upfront Fee is 0.00%.

For EWCP loans greater than \$1,000,000 with a maturity of 12 months or less: the Upfront Fee is 0.25% of the guaranteed portion.

For EWCP loans greater than \$1,000,000 with a maturity of 13 up to 24 months: the Upfront Fee is 0.525% of the guaranteed portion.

For EWCP loans greater than \$1,000,000 with a maturity of 25 up to 36 months: the Upfront Fee is 0.80% of the guaranteed portion.

When an EWCP loan greater than \$1,000,000 with an original maturity of up to 24 months is extended beyond the original maturity date and up to the maximum EWCP maturity of 36 months, an additional Upfront Fee is due to SBA. The Lender must pay SBA the difference in the Upfront Fee originally paid and what the fee would have been if initially approved at the new longer maturity.

Additional Upfront Fee for 7(a) Loan Increases

When a 7(a) loan is increased, an additional Upfront Fee is due on that increased amount. **The additional fees are based on the rules in effect at the time the loan was originally approved.**

The amount of the additional Upfront Fee due for an increase will equal what the fee would have been if the increase was part of the original loan amount, less the amount of the original fee (if already remitted).

The additional Upfront Fee associated with the increase must be paid electronically within 30 days from the date the increase was approved, or the total loan guaranty will be cancelled.

On loans that have been initially disbursed, the Upfront Fee associated with any increase approved by SBA must be paid to SBA, even if the increase is subsequently canceled. Note: This is not a new policy. SBA is re-stating it here in response to questions received.

Adjustments to the Annual Service Fee due to loan increases:

The Lender's Annual Service Fee for a loan is calculated based on the guaranteed portion of the outstanding balance of the loan in accordance with the fee schedule in effect at the time the loan was approved. When the loan is increased, the Annual Service Fee is recalculated based on the revised loan amount.

See SOP 50 10 7 Section A, Chapter 4, Subparagraph C. for more information on additional fees for loan increases.

Prohibition on increases to 7(a) loans made under the Economic Aid Act:

In FY 2024, as in FYs 2022 and 2023, SBA will be unable to approve increases to 7(a) loans that were approved from December 27, 2020, through September 30, 2021. The Economic Aid Act provided for higher guaranty percentages and fee reductions for eligible 7(a) loans as described in [Information Notice 5000-20084](#). These authorities expired on September 30, 2021; therefore, a request by a borrower for additional funding on a 7(a) loan approved during the period when the Economic Aid Act provisions were in effect must be submitted as a new loan application.

There is no additional fee relief available for 7(a) loans approved in FY2024.

Questions

Questions concerning this Notice may be directed to the Lender Relations Specialist in the [local SBA Field Office](#).

Dianna L. Seaborn
Director



SBA Information Notice

TO: All SBA Employees and Certified
Development Companies

CONTROL NO.: 5000-849342

SUBJECT: 504 Fees Effective During Fiscal Year
2024

EFFECTIVE: September 25, 2023

Each year SBA reviews certain fees payable to SBA by 504 borrowers to determine if any of those fees need to be adjusted to cover the estimated subsidy costs of the 504 loan program.¹

This Notice announces the FY2024 annual service fee (also known as the “on-going guaranty fee”) and upfront guaranty fee for 504 loans. A separate notice is being issued for the 7(a) loan program.

For all 504 loans, the following fees are effective for loans approved October 1, 2023, through September 30, 2024:

For 504 loans (other than loans made under the 504 Debt Refinance without Expansion Program) approved in FY2024:

- 1) The upfront guaranty fee will be 0% (0 basis points).
- 2) The annual service fee will be 0.364% (36.4 basis points) of the outstanding balance of the loan.

For 504 loans approved in FY2024 under the 504 Debt Refinance without Expansion Program:²

- 1) The upfront guaranty fee will be 0% (0 basis points).
- 2) The annual service fee will be 0.364% plus 0.025%, for a total of 0.389% (36.4 basis points plus 2.5 basis points for a total of 38.9 basis points) of the outstanding balance of the loan.

¹Fees are effective for the entire fiscal year to maintain the estimated costs of the program unless subsequent Congressional acts modify the program’s effective subsidy costs.

²While Section 328(a)(1) of the Economic Aid to Hard Hit Small Businesses, Nonprofits, and Venues Act (P.L. 116-260) repealed the requirement that the 504 Program be at zero subsidy for 504 Debt Refinance without Expansion Program to be available, this repeal did not remove the subsidy fees for the 504 Debt Refinance without Expansion Program.

Questions

Questions concerning this Notice may be directed to the Lender Relations Specialist in the [local SBA Field Office](#).

Dianna L. Seaborn
Director
Office of Financial Assistance