SBA

U.S. Small Business Administration



SBA One

Preferred Lenders (PLP)

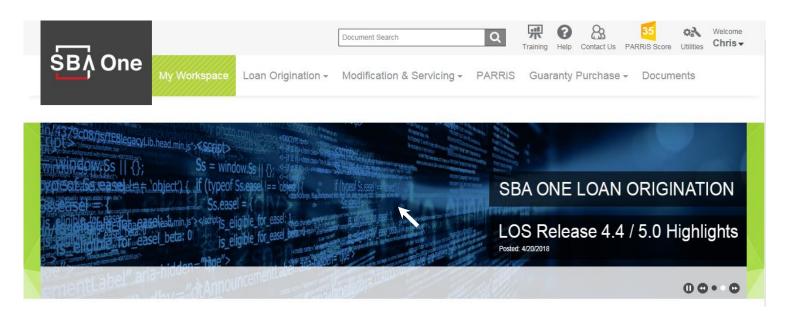
SBA Express

Standard 7(a)

Community Advantage

CAPLines

Release Highlights and Program Announcements



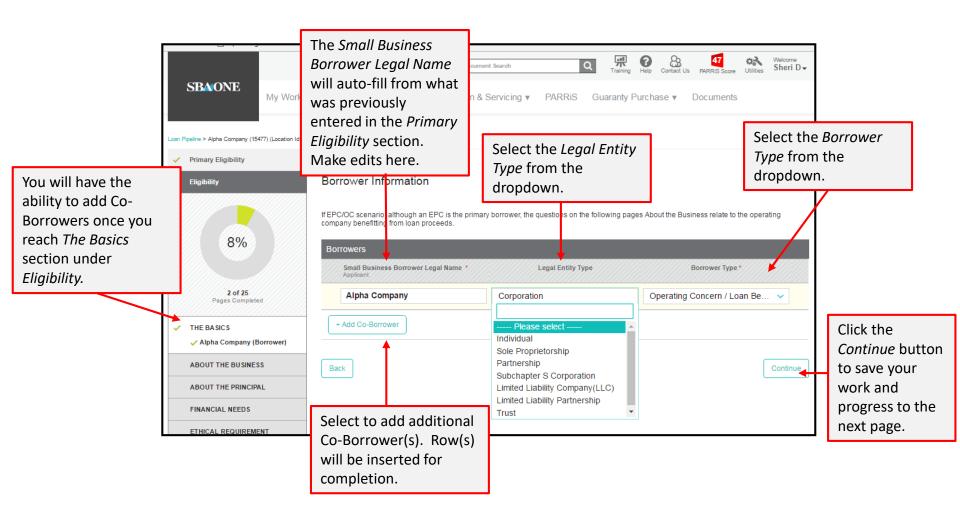
- Click on the posted carousel images
- Monthly Scheduled Releases
 - Upcoming:
 - March 22, 2019 Release 6.5
 - April 26, 2019 Release 7.0



Loan Origination



How do I add Co-Borrowers?





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Borrowers' Grid

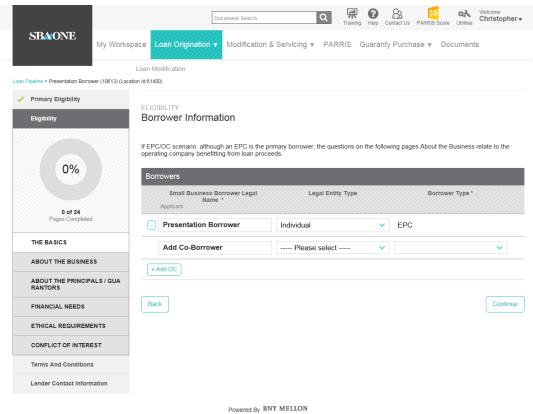
SOP 50 10 5(K) requirement planned for April 26, 2019 Release 7.0

- Legal Entity Type of "Cooperative" will be available to select
 - Loan must be processed under non-delegated authority



Can a Borrower's Legal Entity Type be "Individual"?

- If the Primary Borrower's legal entity type is selected as "Individual", Borrower Type will default to "EPC".
- If an Operating Company for an EPC/OC or any Co-Borrower's legal entity type is selected as "Individual", then SBA One will require use of proceeds to include a change of ownership.
- In all cases, if legal entity type is selected as "Individual", then the legal entity type sent to E-Tran and populated on Form 1920 will be Sole Proprietorship.



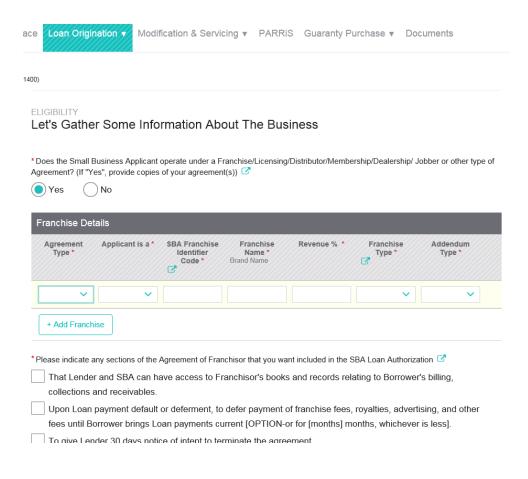
Last Logged in: September 07, 2017 at 14:10 PM EST





Franchise Details

- SBA Franchise Identifier Code is case sensitive
- Multiple agreements may be added using + Add Franchise button
- Aggregate Revenue % must be > 50% of Applicant's revenue
- E-Tran will receive the first franchise entered





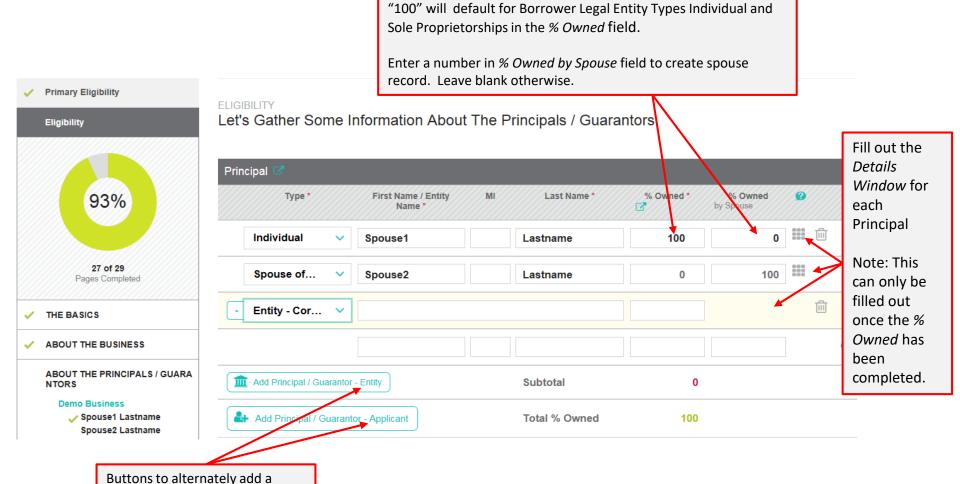
Franchise Details

SOP 50 10 5(K) requirements planned for April 26, 2019 Release 7.0

- New question: "Is the Franchisee Applicant operating under a management agreement where the management company is, or is affiliated with, the Franchisor?" If "Yes", then hard stop.
- SBA Franchise Identifier Code will be an optional field in SBA One.
 - Lenders <u>should continue to enter code</u> to avoid E-Tran validation error.
- Future determination will be made on any system changes required when lender determines that the Applicant's brand is not on the SBA Franchise Directory and the brand does not meet the FTC definition of a franchise.



How do I input Principal/Guarantor information?





Principal or Guarantor for the Applicant and Entity - Principal

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Principal Grid

- SBA One requires 100% ownership in the Principal Grid
- Principals repeated must be entered consistently:
 - First Name / Entity Name
 - MI
 - Last Name

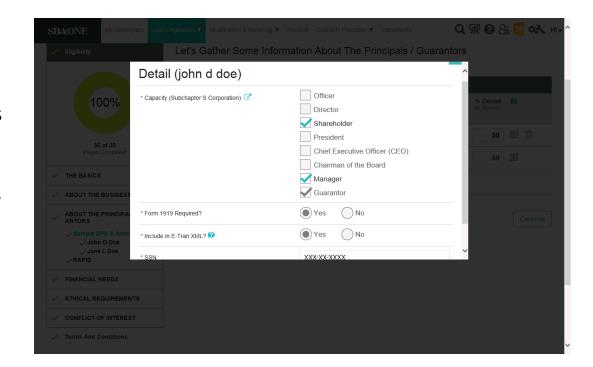
SOP 50 10 5(K) requirements planned for April 26, 2019 Release 7.0

- % Owned may be entered up to 4 decimal places
- Principal *Type* "Entity Cooperative" will be available to select
- Entity name will be appended with the entity's principal's name on Form 1919



What are the *Capacity* rules for Principals/Guarantors in the Details Window?

- One controlling interest Capacity, other than "Manager" or "Guarantor" must be selected for principals whose % Owned is greater than "0"
 - "Manager" and "Guarantor" (if not already defaulted) may also be selected
- E-Tran <u>currently</u> requires information on principals that collectively own 90% or more of a respective borrower
- Principals with "0" % Owned cannot have a controlling interest Capacity which represents an "Owner of the Concern" (e.g. Shareholder on opposite image).





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Principal Grid's Details Window

February 22, 2019 Release 6.4

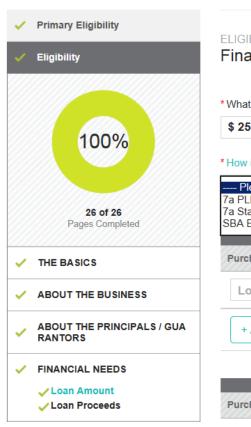
- System validation message introduced:
 - "The guarantor capacity of Principals across borrowers is inconsistent. Please review and modify details of the below principals"
 - Principals associated with multiple borrowers within the application must have the same responses to:
 - Capacity: Guarantor
 - About the Principal Guaranty Type
 - About the Principal "Is the Guaranty Secured?"

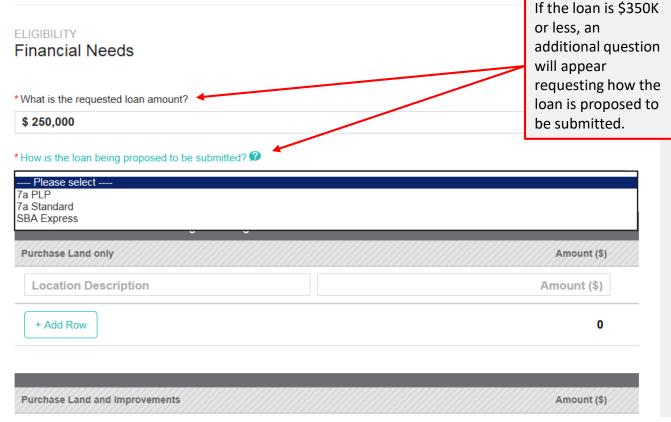
SOP 50 10 5(K) requirement planned for April 26, 2019 Release 7.0

- E-Tran will require 100% ownership information for each borrower
 - "Include in E-Tran XML?" will be defaulted to "Yes" and read-only
 - Tax ID will be required for all principals



When do I select the loan program type being proposed?









How many times will SBA One request a credit score from E-Tran?

- For proposed non-SBA Express loans <=\$350,000, SBA One will request a credit score from E-Tran in Financial Needs.
 - If the credit score request to E-Tran returns a credit score, then no subsequent credit score requests will be sent to E-Tran for the applicable SBA One application.
 - "Changes to the Borrower and/or Principal structure of this application may result in a different credit score upon submission to E-Tran"
 - If the credit score request to E-Tran did not return a credit score, then user can manually enter a score previously obtained from E-Tran or modify loan details to prompt SBA One to resend a credit score request to E-Tran.



What steps can I take to ensure my application can be credit scored?

- Verify all Borrower and Principal Tax IDs
- Provide the Borrower's DUNS Number
- Enter address information on the appropriate line (i.e. Suite, Apt, Floor, etc. on Address Line 2)
- Remove directional references from addresses (e.g. North or N)
- Ensure at least one individual is included in the E-Tran XML



How do I submit a non-delegated loan application for reconsideration?

In About the Business

- Answer "Yes" to:
 - "Is the lender aware if the application was previously submitted to SBA under any SBA program, including SBA Express, Export Express, PLP, CLP, 7(a) Small Loan, Community Advantage or standard 7(a)?"

In Terms & Conditions

- Select "SBA" for:
 - Underwriting By



How do I submit a non-delegated loan application for reconsideration?

February 22, 2019 Release 6.4

• Lender response of "Yes" to previous question in *About the Business* will automatically change a returned E-Tran status of "Improper Score" to "Application In-Process". The existing SBA One application can be resubmitted <u>without</u> using the *Copy* function.



Change of Ownership

must be entered (not shown) 93% If Less Buyer injection > \$0.00 then Particulars (Pertaining To Change Of Ownership Portion Of Project) * Total Amount (\$) Equity Injection Details must be entered \$ 300,000 Total Purchase Price to be paid to seller per purchase contract 26 of 28 ss down payment paid to Seller: THE BASICS **ABOUT THE BUSINESS** \$ 30,000 Less buyer injection: ABOUT THE PRINCIPALS / GUAR ANTORS Total Amount being Financed Equity Injection Details @ FINANCIAL NEEDS must match Sources: [7(a) Loan Amount \$ 270,000 Loan Proceeds Total Amount being Financed (including 7(a), 504, Seller or Other financing) (A): Loan + Seller Financing PowerPoint Print ETHICAL REQUIREMENTS Sources: Terms And Conditions \$ 235,000 **Lender Contact Information** 7(a) Loan Underwriting Seller Financing Insurance \$ 35,000 Seller Financing (Amount on full standby) Assets Purchased Seller Financing (Amount not on full standby) must match Total Seller Financing Details 20 Purchase Price to be paid to seller Assets Purchased: (Net Book Value except where indicated) If Seller Financing > \$0.00 then Seller per purchase Financing Details must be entered contract



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If Less down payment paid to Seller > \$0.00 then Down Payment Details

Change of Ownership

February 22, 2019 Release 6.4

• Sources categories were expanded to include 504 Loan and Other Financing. Respective details hyperlinks were also added.

March 22, 2019 Release 6.5

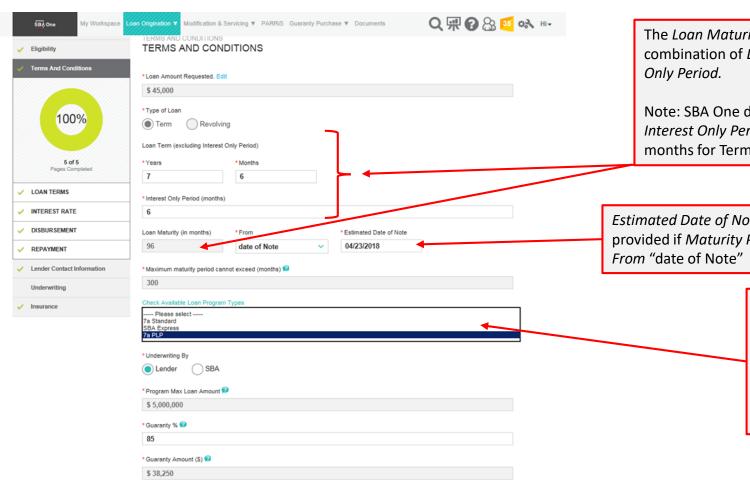
 Equity Injection Details selections have been expanded to include "Cash – Gift"

SOP 50 10 5(K) requirement planned for April 26, 2019 Release 7.0

Question changes will allow new owner to be a Cooperative



How do I select the loan program type?



The Loan Maturity (in months) is a combination of *Loan Term* and *Interest*

Note: SBA One does not support an Interest Only Period greater than 12 months for Term Loans.

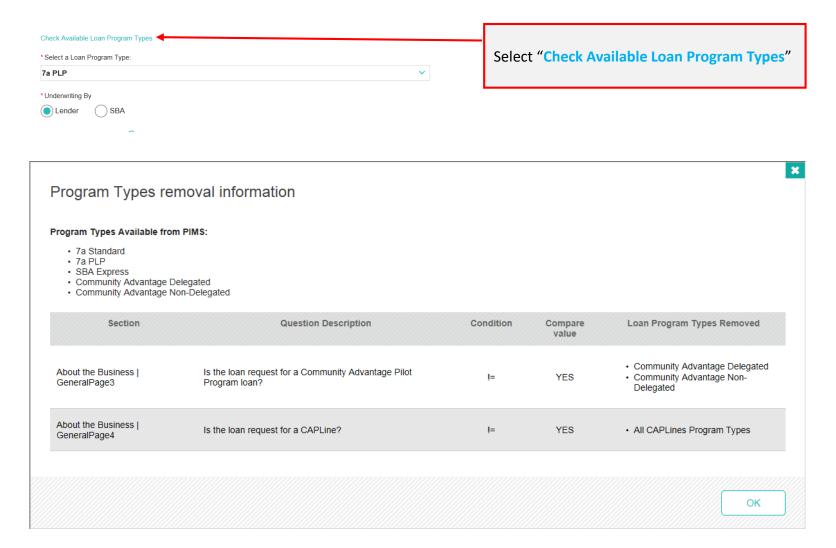
Estimated Date of Note must be provided if Maturity Period is

> Select from the available loan program types. Contingent upon:

- PIMS
- Chosen Path
- Answers provided



How do I confirm which application responses impacted the available Loan Program Types?





Terms & Conditions

February 22, 2019 Release 6.4

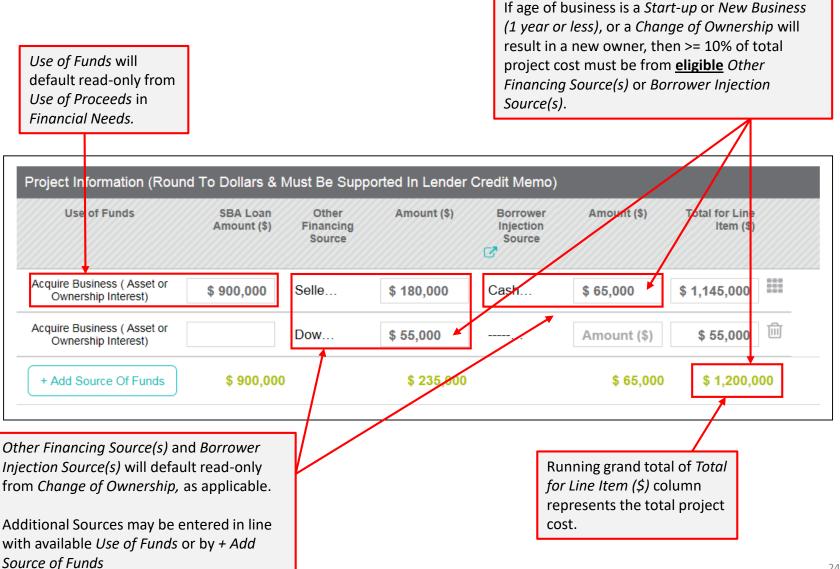
- Maximum maturity period cannot exceed (months) updated for Community Advantage loans per SBA Notice 5000-180014
- Updated maximum allowable fixed rates per Federal Register Notice and effective 11/6/2018. Base Rate Index for Fixed Rate loans is now Wall Street Journal Prime Rate.

SOP 50 10 5(K) requirements planned for April 26, 2019 Release 7.0

- Loan Maturity (in months) may be up to 132 months for Leasehold Improvements when the lender answers "Yes" to the question "Will the improvement require a significant construction or build-out?"
- *Maximum Allowable Spread (%)* over Prime on variable rate SBA Express loans will be:
 - Greater than \$50,000 and less than or equal to \$350,000 4.5%
 - \$50,000 or less 6.5%

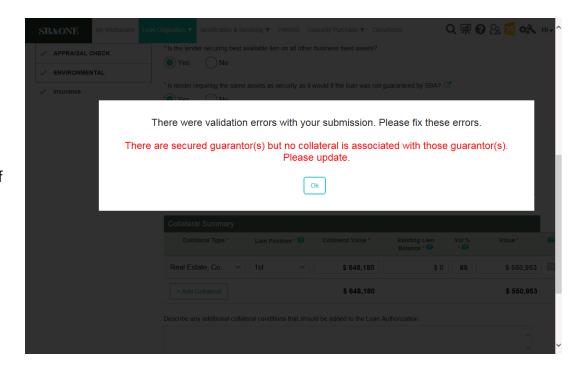


How do I complete the Project Information Grid?



What are some common issues with the Collateral Summary Grid in Underwriting?

- Application must include at least one Collateral Type if the answer to any of the following is "Yes":
 - "Is the loan collateralized?" (About the Business)
 - "Is Guaranty Secured?" (About the Principals/Guarantors)
 - "Is the loan to finance the sale of the participating lender's Other Real Estate Owned (OREO)?" (Financial Needs – based on Use of Proceeds)
- Each secured guarantor is required to be associated with a least one Collateral Type (see opposite error message)
- For each Collateral Type instance, a separate row must be inserted using the + Add Collateral button





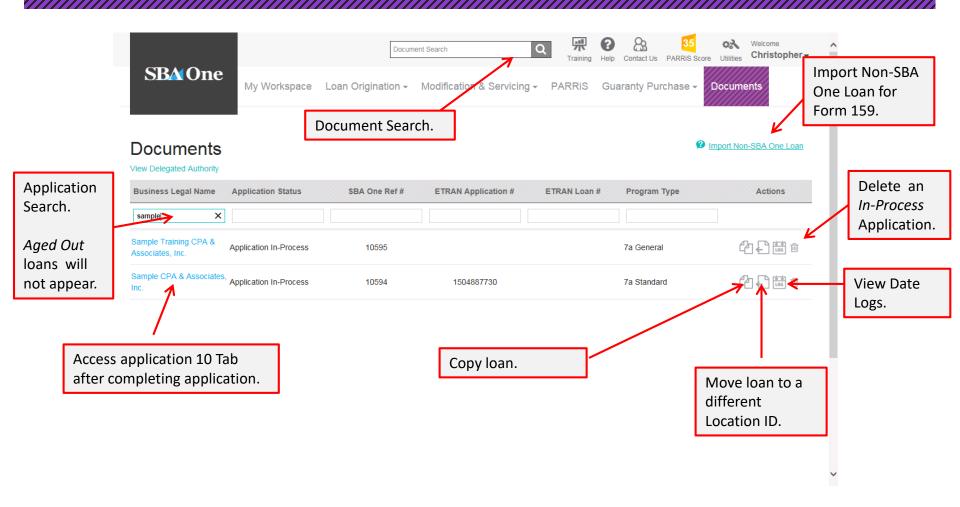
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Document Management



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Documents

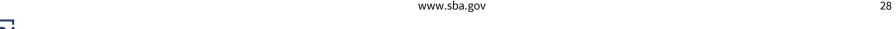




How does the Copy loan function work?

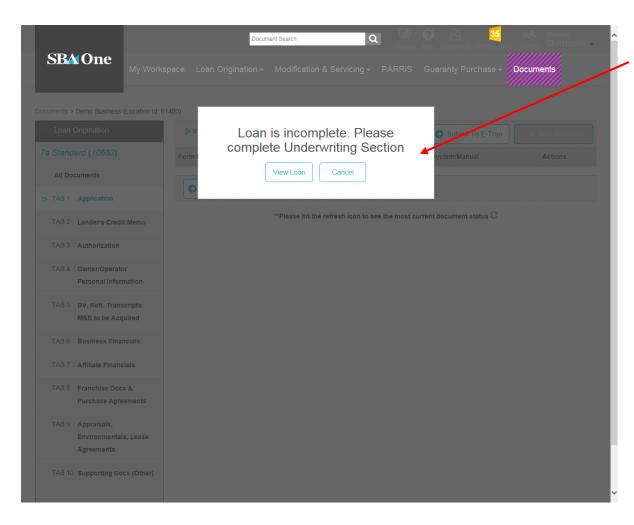
- Data will copied from Primary Eligibility through Lender Contact Information (4 of 6 stages).
 - User is required to "Continue" through each stage to perform necessary edits and obtain completion checkmarks.
- Underwriting and Insurance stages must be completed for each copy.

Upon selecting Copy loan, user determines whether the data will be copied to Expert or Guided paths. SBA One moon Non-SSA Doe Loan Documents SBA One Ref # Business Legal Name Business Legal Name Applica Existing Processing Path: New Processing Path





When can I generate or manually upload documents?



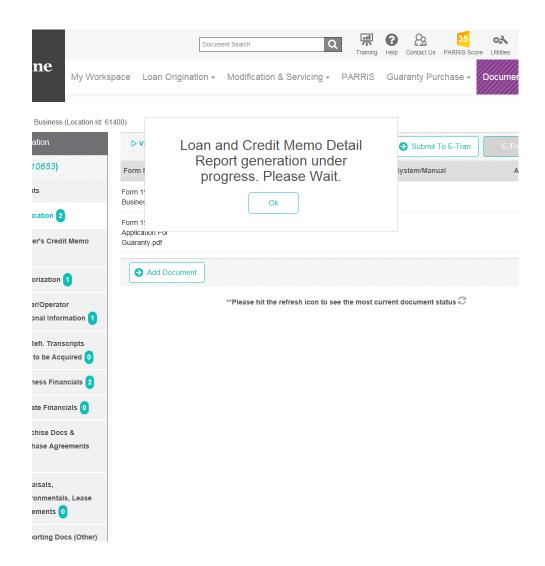
SBA One will prompt users to complete all 6 stages of the application prior to accessing document or Submit to E-Tran functions.



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Loan and Credit Memo Detail Report

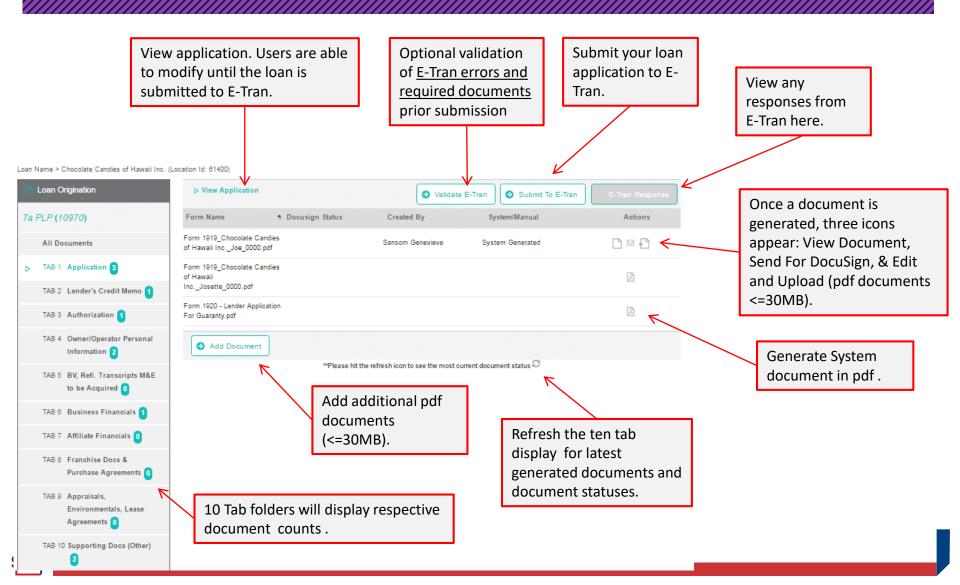
- Report automatically generates upon accessing an application's 10 Tab after completing the full application.
- Report will regenerate if loan details are modified.



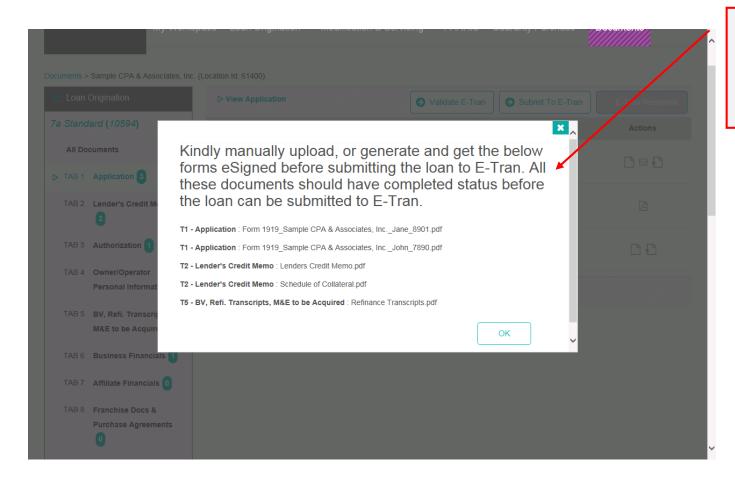




Documents / 10 Tab



How do I know which documents are required by SBA One for my non-delegated submission?



SBA One enforces minimum LGPC 10 Tab document requirements before the Submit to E-Tran will work for non-delegated loans

Applications will qualify for reduced Small Loan document requirements:

- Loan Amount is <=350K
- Credit Score is acceptable



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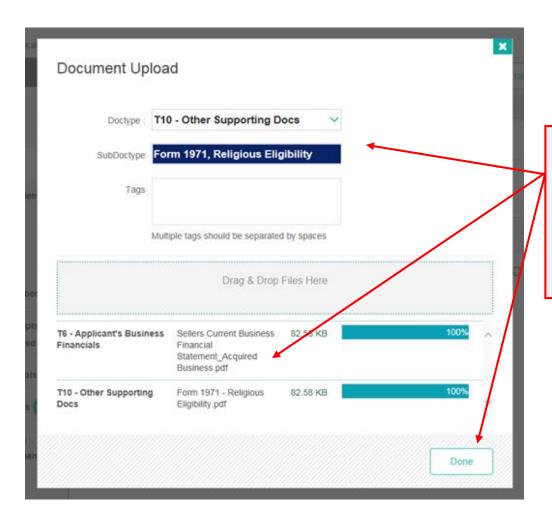
Minimum LGPC 10 Tab Document Requirements

SOP 50 10 5(K) requirement planned for April 26, 2019 Release 7.0

- Copies of Notes Refinanced will be required in Tab 5 for nondelegated submissions with the following *Use of Proceeds*:
 - Pay Notes Payable Same Institution Debt
 - Pay Notes Payable not Same Institution Debt
 - Refinance SBA Loan Same Institution Debt
 - Refinance SBA Loan not Same Institution Debt



Can I drag and drop all of my documents in a single request?

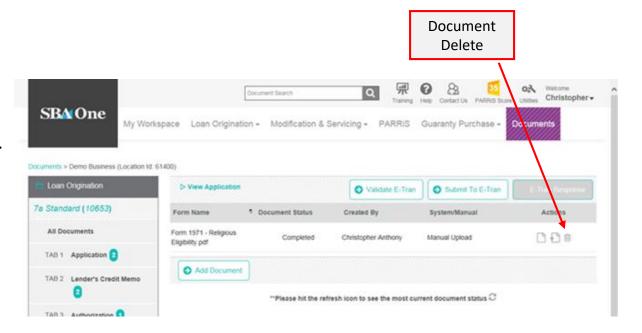


The Add Documents function allows for multiple DocType and SubDocType combinations to be added prior to selecting Done.



Can I delete a document?

- Loan Processor or Underwriter roles can delete "Completed" documents for applications that are "Application In-Process".
 - Loan and Credit Memo Details Report may not be deleted.
- Deletion will remove all versions of the document.
- System generated documents may be regenerated after deletion.



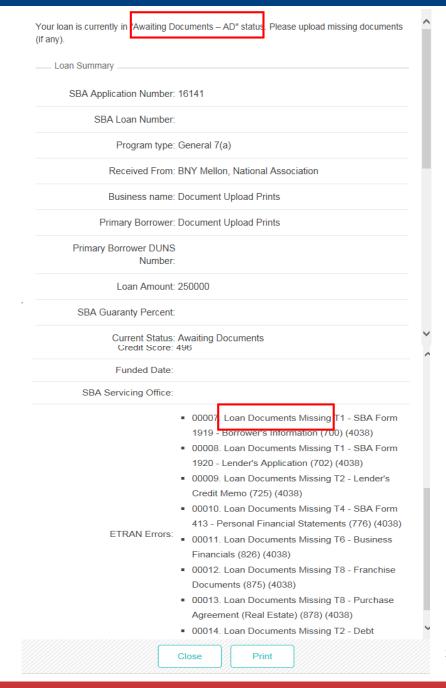
35



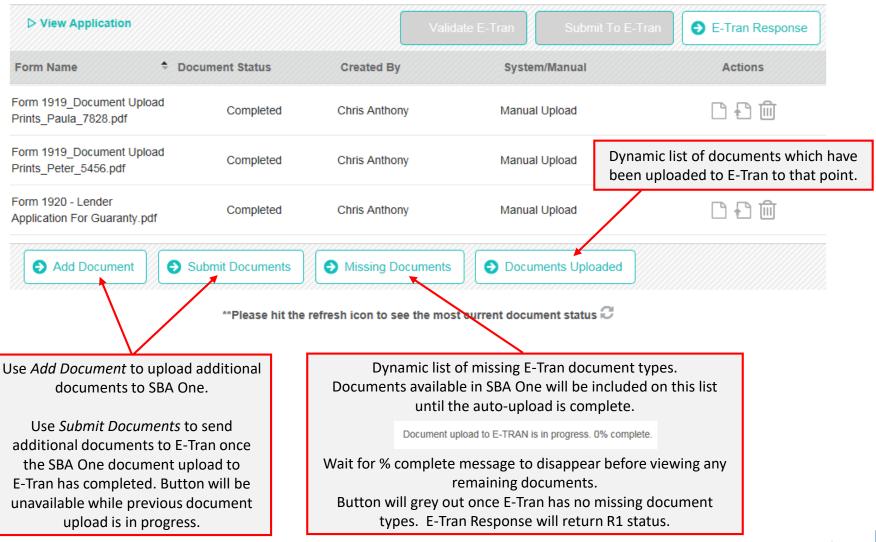


What happens after I Submit To E-Tran for a Non-Delegated Loan?

- E-Tran Response will return:
 - Awaiting Documents (AD) loan status
 - List of document types that are missing in E-Tran <u>before</u> receiving documents from SBA One
- SBA One will automatically begin uploading available documents to E-Tran.
 - Average completion time for >=10 documents is 6 minutes (contingent on document counts and sizes).
- Applications with data errors will return to Application In-Process (IP) to be modified.



How can I manage the transition from Awaiting Documents (AD) to In Review Reviewer 1 (R1)?





Documents

March 22, 2019 Release 6.5

• Resolved issue with document upload to E-Tran for SBA Form 2449 – Community Advantage Addendum

Planned for May 2019 Release 7.1

Revise the system generated 4506-T based on latest version



Who should I contact if I have further questions?

SBA One Client Service

Re: SBA One program functionality and applications inprocess

- SBA.One@bnymellon.com
- 877-245-6159
 - Call Option 5

CAFS Support

Re: CAFS user id access issues and other CAFS programs

- 888-484-2237
- https://caweb.sba.gov/cls /dsp_contactus.cfm