



SBA ONE: COMING SOON TO A REGION NEAR YOU... OR TO YOUR REGION!!

It's here! SBA One - SBA's one-stop online processing platform - has launched. After more than a year of R&D and much testing and tweaking, SBA One is underway for Region III SBA 7(a) lenders. So lenders in Pennsylvania, Delaware, Maryland, West Virginia and Washington, D.C. have first crack at the system that will roll out in waves over the next weeks and months.

SBA One is the latest SBA initiative aimed at streamlining loan processing for 7(a) and SBA Express loans. In making the process easier and faster, SBA estimates that SBA One will save lenders hours of processing time and significant processing costs for every 7 (a) loan. SBA Administrator Maria Contreras-Sweet has described SBA One as "... a lot like Turbo Tax for business lending, a single portal that's a one-stop shop for eligibility, underwriting, closing, loan modification... and purchase."

A quick recap of SBA One's automated features:

- Portfolio management
- Portfolio reviews
- Loan structuring
- Underwriting assistance
- Processing, packaging and documentation
- Servicing and liquidations

The plan is to add loan servicing and liquidation platforms over time, with a goal of automating the entire 7(a) process from beginning to end. If you're attending the Mid-America Lender's Conference (MALC) in Dallas, August 31-September 2, you'll have a chance to attend a training session and to sign up for SBA One. We'll keep you updated on the progress as SBA One rolls out.

As you know, we at J.R Bruno & Associates are long-time supporters of small businesses and the advantages of SBA lending. If you're expanding your SBA program or just starting, we'll be happy to discuss your organization's goals and objectives and help you to decide on most optimal solution for your needs. Feel free to contact me directly at 626.688.2125 or visit www.jrbrunoassoc.com.

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