

Upcoming Speed Lending Events

Please email me directly if you are interested in participating in any of the Speed Lending Events listed below:

Harford County Lender's Lounge

Thu, March 12, 2020
8:00 AM – 11:00 AM EDT

[Add to Calendar](#)

Location

Harford Community College
401 Thomas Run Road
Edgewood Hall
Bel Air, MD 21015

[View Map](#)

Rural Eastern Shore Small Business Speed Lending

Monday, May 4, 2020 10:00AM – 1:00PM

Chesapeake College, Higher Education Building Auditorium
1000 College Circle, Wye Mills 21679

SYNERGY – Speed Lending Sessions

Tuesday, May 5, 1-4pm

BWI Marriott

1743 W Nursery Rd, Linthicum Heights, MD 21090

Additional events are being scheduled for Lower Eastern Shore (Salisbury University, Salisbury) as well as Hagerstown. More info to follow.....

Lender Training

Register now for one of our March Lender Training webinars!

Common 7(a) Servicing Issues

March 3, 2020 – 11:00 a.m. EST

After an SBA guaranteed loan is fully disbursed it is assigned to the Servicing Center. There are numerous servicing items and issues lenders can process with or without Servicing Center involvement. Join Shirley Walls from SBA's Little Rock Servicing Center to learn how to properly service your SBA Guaranteed loans and the 7(a) Servicing Matrix.

[Register](#)

7(a) Workouts

March 10, 2020 – 11:00 a.m. EST

When a lender has an SBA loan needing liquidated, it can seem like a daunting task. In reality, it can be handled like any other liquidation case. Join SBA District Counsel Dave Higgs as he discusses workouts, liquidation, and litigation of SBA guaranteed 7(a) loans.

[Register](#)

Other SBA March Webinars ([CLICK HERE](#) for More Details)

March 5, 2020

- Winning the Trade Game with SBA Export Financing (Little Rock DO)

March 10, 2020

- Basic Eligibility for SBA Loans (Little Rock DO)

March 11, 2020

- Liquidation/Litigation Issues (Region IX)

March 18, 2020

- SBA Export Loan Programs (Houston DO)

March 19, 2020

- Etran Overview (Philadelphia DO)

March 24, 2020

- 1502 Reporting & Dashboard (Little Rock Servicing Center)

March 25, 2020

- Monthly Lender Chat (South Carolina DO)

March 26, 2020

- Care and Preservation of Collateral & Charge-Off (San Antonio DO)

[-more-](#)

Small Business Investment Company (SBIC) Workshop

Please direct any questions about the event to OII.FrontOffice@sba.gov. Click here to learn more about the SBIC program.

Thursday, March 26, 2020

10:00 AM – 12:00 PM EST U.S. Small Business Administration

Baltimore District Office

100 South Charles Street, Suite 1201 | Baltimore, MD 21201

The Maryland District Office of the U.S. Small Business Administration (SBA) will hold a Small Business Investment Company (SBIC) program workshop for prospective SBIC applicants and investors. The workshop is designed to educate prospective SBIC applicants and investors on opportunities to form an SBIC or invest into SBICs who in turn provide capital to U.S. small businesses.

The workshop will feature an interactive discussion with representatives from SBA's Office of Investment and Innovation regarding the SBIC program, SBIC managers, bank, family and institutional investors, federal regulators, small businesses receiving SBIC capital, and unique opportunities for prospective SBIC applicants from the State of Maryland. Workshop topics will include:

- What are SBICs
- How does the SBIC program function
- Who forms SBICs
- Why invest in SBICs

Outcomes from investing in SBICs may include:

- Flexible investing terms, increased financial scale, and potentially enhanced returns with low cost capital.
- Favorable CRA consideration for bank investors.
- Exemption from the Volcker Rule that restricts bank investments into private equity firms.

Registration: There is no cost to attend this event; however, advanced registration is required. Please [click here](#) to register. The password for registration is sbic2020md.

Agenda at a Glance 10:00 Registration

am

10:30 am	Welcome, Opening Remarks and Introductions
10:50 am	Overview of the SBIC program
11:30 am	Q&A
12:00 pm	Adjourn

March 24, 2020

Subject: SAVE-THE-DATE: 504 Connect Call – March 24th at 3:00 Eastern – Important Call!
"Interim Final Rule, effective March 11, 2020"

Please save the date for the next quarterly 504 Connect Call on **March 24th at 3:00 Eastern**. This call is for CDCs, Third Party Lenders, SBA LRSs, and any other interested parties.

We will be discussing the **Interim Final Rule, effective March 11, 2020**. The Rule impacts:

- Affiliation;
- Credit Elsewhere/Personal Resources Test;
- Agent fees;
- ALP applications; and more.

The Interim Final Rule is available at: <https://www.govinfo.gov/app/details/FR-2020-02-10/2020-02128>

We'll also have a guest speaker from Dun and Bradstreet. Michelle Solomon will be providing information on changes that affect the Small Business Risk Portfolio Solution (SBPS) Score.

Preferred Method of Registration:

Pre-register for the call at

<https://ems8.intellor.com?do=register&t=1&p=820100> after which you will receive an email containing a personalized access link.

The return email will come from **noreply@event-services.com** so please whitelist this address or add it as a contact in your email system

Alternative login instructions (Only for those who are unable to pre-register): WebEx Entry

Link: <https://ems8.intellor.com/login/820100> and US Toll Free: 1-877-369-5243

Thanks, and we look forward to seeing you on March 24th!

For questions, please contact Lender Relations Specialists Mike Collins at 410-244-3341.

Michael P. Collins

Lender Relations Specialist & District International Trade Officer

U.S. SBA, Baltimore District Office

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www.sba.gov/lenders