

SBA Product Guide

Product and Use	SBA Express (Most Revolving lines) (Some term loans)	SBA Patriot Express (For Veterans, Service-disabled veterans, active-duty members in TAP, reservists and National Guard members, current spouses of the aforementioned and widowed spouse(s) of a service member or veteran who died during service or of a service-connected disability)	Community Express (For Women, minorities, veterans, or low-mod income or inside City of Milwaukee)	GP (General Program)	PLP (Preferred Loan Program) (Most term loans)	504 (Land, building & equipment projects)
SBA Approver	Lender for credit & eligibility	Same as Express	Lender includes technical assistance	SBA office for credit & eligibility	Lender for credit and SBA for eligibility	Certified Development Company
Guaranty %	50%	85% for loans < \$150,000 75% for loans > \$150,000	<\$150k = 85% > \$150k= 75%	< \$150k = 85% > \$150k = 75%	< \$150k = 85% > \$150k = 75%	SBA provides 100% guaranteed Debenture
Maximum Loan Size	\$350,000	\$500,000	\$250,000	\$2,000,000	\$2,000,000	
Maximum SBA Guaranty	\$175,000		\$187,500	\$1,500,000	\$1,500,000	Up to \$4,000,000
Type of Loan	Line of Credit or Term Loan	Line of Credit or Term Loan	Line of Credit or Term Loan	Term Loan	Term Loan	Term Loan
Loan Term	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	Fully amortizing	Fully amortizing	Lender: 7 or 10 yr balloon notes SBA – 10-20 yr. fully amortizing
Personal Guaranty	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners
Base Rate Index	WSJ Prime	WSJ Prime	WSJ Prime	WSJ Prime	WSJ Prime	Lender – WSJ Prime SBA 5-10 yr Treasury Note
Adjustment Period	Daily	Daily	Daily	Monthly to term	Monthly to term	Monthly to term
Maximum Rate	< \$50k P+6.5% > \$50k P+4.5%	2.25% + P < 7years; 2.75% + P > 7years; Add 1% < \$50,000 Add 2% < \$25,000	<\$25k, P+4.25%<7yrs., 4.75%>7yrs.> \$25k<=\$50k,P+3.25% <7yrs.,3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<=\$50k,P+3.25% <7yrs.,3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs.> \$25k<=\$50k,P+3.25% <7yrs.,3.75%>7yrs >\$50k<7yrs.,P+2.25% >\$50k>7yrs,P+2.75%	First mtg by lender follows GP rates, 2 nd fixed for 10 & 20 yrs.
Ongoing SBA Fee	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	CDC collects on 2 nd mtg. (0.192%)
SBA Guarantee Fee *	<\$150k = 2% \$150k - \$350k= 3%	<\$150k = 2% \$150k - \$500k= 3%	<\$150k = 2% \$150k - \$250k= 3%	<\$150k = 2% \$150k - \$700k= 3% \$700,001+= 3.5%	<\$150k = 2% \$150k - \$700k= 3% \$700,001+= 3.5%	CDC charges and collects on 2 nd . mtg.

* On loans under 12 months in maturity, a ¼ of 1% fee must be sent in with the application. On all loans under \$150k, lender is permitted to retain 25% of the fee.