



SUBJECT: Implementation of new SBA loan
program: America's Recovery
Capital (ARC) Loan Program

6/5/2009

America's Recovery Capital (ARC) Loan Program is a new temporary guaranteed-loan program authorized by the American Recovery and Reinvestment Act of 2009 (the Recovery Act). ARC Loans provide small businesses access to the capital needed to drive economic recovery and to retain and create jobs.

ARC Loans are deferred-payment loans of up to \$35,000 available through SBA's 7(a) participating lenders. Potential borrowers are viable, for-profit small businesses located in the United States that need short-term help to make their principal and interest payments on existing, qualifying loans. ARC Loans are interest-free to the borrower, 100% guaranteed by SBA to the lender, and have no fees associated with them. SBA pays the interest to the SBA 7(a) lender making the loan. ARC Loan funds are to be used for payments of principal and interest for up to six months on existing, qualifying small business loans.

Participating lenders may begin submitting ARC Loan applications to SBA on June 15, 2009. Delegated lenders are to submit their applications through e-tran unless the application is ineligible to be submitted under delegated authority. For non-delegated lenders (and for applications that are ineligible to be submitted under delegated authority), applications are to be submitted to the Standard 7a Loan Guaranty Processing Center (LGPC). Instructions on

submitting applications to LGPC are found at
www.sba.gov/aboutsba/sbaprograms/elending/lgpc.

The ARC Loan Program regulations are being published in the Federal Register on June 9, 2009, and are available for public inspection today at the following link: www.archives.gov/federal-register/public-inspection.

The ARC Loan Program Procedural Guide is available at the e-lending [ARC section](#).

The new borrower and lender forms for ARC loans are available at www.sba.gov/tools/Forms/smallbusinessforms/fsforms. The following is a listing of the new forms:

Borrower Form:

- SBA Form 2315: America's Recovery Capital (ARC) Borrower Information Form (required to be completed by each proprietor, partner, officer, director, holder of 20% or more of voting stock of a corporate applicant, and any other person, including a hired manager, who has authority to speak for and commit the borrower in the management of the applicant business.)

Lender Forms:

- SBA Form 2316 (Part A): America's Recovery Capital (ARC) Loan Guaranty Request (required to be completed for non-delegated processing)
- SBA Form 2316 (Part B): Lender's Supplemental Information for America's Recovery Capital (ARC) Loan Guaranty Request (required to be completed by all lenders either by submitting the completed form (non-delegated processing) or by completing the form through e-tran (delegated processing))

- SBA Form 2316 (Part C): Eligibility Information Required for America's Recovery Capital (ARC) Loan Submission (required to be completed by all lenders). The form must be submitted to SBA for non-delegated processing. For delegated processing, lenders must complete the form and place it in the borrower's loan file to be made available upon SBA's request.

The new ARC authorization will be available shortly at www.sba.gov/aboutsba/sbaprograms/elending,

then click on "Authorizations" to locate the new ARC loan authorization.

In addition, a new section has been created for participating lenders at www.sba.gov/aboutsba/sbaprograms/elending/RECOVERY_INFO_LENDERS.

It includes hyperlinks to the ARC Loan Program procedural guide, the borrower and lender application forms, and the authorization.

A Federal Register notice setting the interest rate on ARC Loans will be published in the [federal register](#) this week.

Lenders or potential borrowers who have questions should contact their local SBA district office. A listing of local district offices may be found at www.sba.gov, then go to "Local Resources" to click on "[District Offices](#)."

Eric R. Zarnikow

Associate Administrator for Capital Access

America's Recovery Capital (ARC) Loan Program

PROCEDURAL GUIDE

June 8, 2009

TABLE OF CONTENTS

1. WHAT IS AN ARC LOAN?

2. HOW CAN A LENDER MAKE ARC LOANS?

- a. Existing SBA Lenders
- b. Lenders Not Currently Participating in SBA's Loan Programs

3. WHAT ARE THE ELIGIBILITY REQUIREMENTS FOR ARC LOANS?

- a. Eligible Businesses for ARC Loans
 - (1) Viable Small Businesses
 - (2) Immediate Financial Hardship
- b. Ineligible Small Businesses for ARC Loans
 - (1) Ineligible Businesses Listed in 13 CFR 120.110
 - (2) Prohibited NAICS Codes
 - (3) Start-Up Businesses
 - (4) Business Expansions
 - (5) Previous Loss to Government
- c. Character Requirements for ARC Loans
 - (1) Procedures for Delegated Authority for ARC Loans
 - (2) Procedures for Non-Delegated Authority ARC Loans
- d. Businesses Owned by Non-U.S. Citizens
- e. Ethical Requirements
- f. Bankruptcy
- g. Multiple ARC Loans

4. WHAT ARE THE USES OF PROCEEDS, LOAN TERMS AND CONDITIONS, AND UNDERWRITING REQUIREMENTS FOR ARC LOANS?

- a. Uses of Proceeds for ARC Loans
 - (1) Acceptable Uses of Proceeds for ARC Loans
 - (2) Unacceptable Uses of Proceeds for ARC Loans
- b. Qualifying Small Business Loans Eligible for Payment with an ARC Loan
- c. Special Rules for QSBL Lines of Credit
- d. Special Rules for QSBL Home Equity Loans
- e. Special Rules for QSBL Credit Card
- f. Terms and Conditions for ARC Loans
 - (1) Maximum Loan Amount **2**
 - (2) SBA Guaranty Percentage
 - (3) ARC Loan Disbursement, Deferral, Repayment Structure and Note
 - (4) Allocation of Payments
 - (5) Interest Rates
 - (6) Restructuring and Deferrals of non-SBA Loans as Part of ARC Loan Transaction
 - (7) Collateral
 - (8) Fees
 - (9) Disbursement of ARC Loan Funds
 - (10) Secondary Market Sales and Participations
 - (11) Loan Increases
 - (12) Guarantees
 - (13) Bankruptcy
 - (14) Personal Resources Test
- g. Lender Responsibility for Reviewing Eligibility for an ARC Loan
 - (1) Delegated Lenders
 - (2) Non-Delegated Lenders
- h. Underwriting and Approval of ARC Loans

- (1) Credit Criteria for ARC Loans
- (2) Underwriting and Approval by Delegated Lenders
- (3) Underwriting and Approval by Non-Delegated Lenders

5. WHAT IS THE ARC LOAN APPLICATION PROCEDURE?

a. Required Forms

- (1) SBA Form 159
- (2) SBA Form 912
- (3) SBA Form 1624

b. Delegated Lender Request for SBA Loan Number

(1) Eligibility

(2) Credit

c. Non-Delegated Lender Approval Requests

(1) 7(a) Loan Processing Center Review

(2) Lender Notification of Approval Decision

d. Funding Limitation

e. Loan Volume

6. HOW IS INTEREST ON ARC LOANS PAID TO LENDERS?

a. Acceptable Methods of Calculating Interest

b. Rate of Interest Paid on ARC Loans

c. Interest Payments to Lenders

d. Reconciliation of Interest Payments to Lenders

e. Adjustments Allowed on Interest Payments to Lenders

7. WHAT MUST A LENDER DO TO CLOSE, SERVICE, AND LIQUIDATE ARC LOANS? 3

a. SBA Authorization

Closing Requirements

(1) Verification of Financial Information

(2) Third Party Payments

(3) Adverse Change

(4) Hazard Insurance

(5) Flood Insurance

(6) Environmental Reviews

(7) Child Support Payments

(8) Disbursements

Servicing and Liquidation Requirements

(1) SBA Consent Required for a Servicing/Liquidation Action

(2) Notification to SBA of Action Taken

(3) Deferrals

(4) 1502 Reporting

(5) Liquidation of ARC Loans

(6) Documentation of Liquidation Actions

(7) Application of Proceeds from Disposition of Collateral

(8) Note Receivables

8. HOW DOES SBA PURCHASE ITS GUARANTY ON ARC LOANS?

a. Guaranty Purchase on ARC Loans

b. Procedures and Documents Required for Purchase of ARC Loans

c. Release from Liability on SBA's Guaranty

9. HOW DOES SBA CONSIDER ARC LOAN PERFORMANCE IN OVERALL PERFORMANCE?

10. WHAT IS THE PROCEDURE FOR SUSPENSION OR REVOCATION OF ELIGIBILITY TO MAKE ARC LOANS?

11. APPENDIX – FORMS



Office of the U.S. Trade Representative

Office of Intergovernmental Affairs and Public Engagement

www.ustr.gov | 202-395-6120

June 5, 2009

Volume 1

In This Issue

[USTR Ron Kirk Arrives in St. Petersburg, Russia](#)

[Ambassador Ron Kirk Delivered Remarks before the U.S.-China Business Council](#)

[USTR Ron Kirk Unveils New Website](#)

"International trade can and should play an important role in America's continuing economic recovery, and the world's."

- Ambassador Kirk

UPCOMING EVENTS:

June 7 - 9:

United States Trade Representative Ron Kirk Arrives in St. Petersburg, Russia for the International Economic Forum

June 4, 2009

St. Petersburg, Russia - United States Trade Representative Ron Kirk arrived this afternoon in St. Petersburg for the St. Petersburg International Economic Forum (SPIEF). While in Russia, Ambassador Kirk will meet with senior Russian officials including First Deputy Premier Igor Shuvalov, Russian Minister of Economic Development Elvira Nabiullina, and Russian Finance Minister Alexei Kudrin. Topics of discussions will include Russia's bid for accession to the World Trade Organization and U.S.-Russia bilateral trade relations.

On Thursday, June 4, Ambassador Kirk will participate in the U.S. - Russia Business Dialogue, hosted by the American Chamber of Commerce in Russia. On Friday, June 5, Ambassador Kirk will attend a panel discussion entitled, "Strengthening the Role of International Cooperation and Opposing Protectionism." This event will be moderated by Thomas Friedman of The New York Times.

Ambassador Kirk attends the 33rd Cairns Group Ministerial Meeting (Bali, Indonesia)

#

Please send us your real trade stories at [Share Your Stories](#) or submit questions to Ambassador Kirk at [Ask the Ambassador](#).

To change your subscription to this E-Newsletter, please contact Lois Stith at (202) 395-6120.

Ambassador Kirk Delivered Remarks before the U.S.-China Business Council

June 2, 2009

Washington, D.C. - United States Trade Representative Ron Kirk delivered a keynote address entitled "US-China Trade Relations Today and Tomorrow" at the U.S.-China Business Council's 36th Annual Membership meeting. Ambassador Kirk discussed the importance of the U.S.-China bilateral trade relationship and the cooperative work of constructing a positive and comprehensive relationship between the U.S. and China.

To see his full remarks, please [click here](#).

Selected Comments:

"This crisis, as you know, has touched both the United States and China.... China is one of our most important trading partners. Improving our relationship with China will be an important part of achieving the President's goals....

"Our approach to China will involve both direct diplomacy and strong enforcement of America's rights in the global trading system. USTR's preferred instruments are those of engagement with China, through dialogue, ongoing efforts to negotiate a bilateral investment treaty, and coordinated efforts with like-minded trading partners."

#

United States Trade Representative Ron Kirk Unveils New Website

June 1, 2009

Washington, D.C. - The Office of the United States Trade Representative is pleased to announce the release of our new website, www.ustr.gov. The website has a fresh new look and a focus on providing more information to the public about the Obama Administration's trade policy initiatives. On the site,

Americans will also have the opportunity to submit their trade questions and trade stories to United States Trade Representative Ron Kirk.

"In a time of economic uncertainty, Americans want to see our trade policy do more for working families. One of my goals as USTR is to use technology to connect directly with Americans who are interested in or concerned about trade," said Ambassador Kirk. "USTR's new website will make more information available, will solicit input from Americans whose livelihoods are affected by trade, and will help to fulfill President Obama's commitment to create a government that is transparent, participatory, and collaborative with the American people."

Through the new USTR blog and through site pages on geographical areas, trade agreements, and key trade issues, the new www.ustr.gov will share updated information about USTR's efforts to create better jobs here at home by opening markets and enforcing America's rights in the rules-based global trading system.

Interactive tools on the site will allow the public to participate more fully in USTR's day-to-day operation. Americans can share their questions through the Ask the Ambassador feature, and see answers on the blog. USTR is also interested in learning how Americans are affected by trade - so the Share Your Stories feature will serve as a venue for citizens to share how trade impacts and benefits their daily lives. And an Interactive Map will detail Ambassador Kirk's official travel as he works with trading partners to gain market access for U.S. farmers, ranchers, manufacturers, workers, and service providers.

The new USTR website is the first step for USTR to broaden the trade dialogue through technology. Website users can watch for new social networking opportunities from USTR in the near future as well.

#

June 5, 2009, [Coleman SBA Lender Daily](#)

(<http://www.colemanpublishing.com>)

1) SBA Floor Plan Financing Loan Program - Which Lenders Will Participate?

2) Job Announcements at SBA Centers - Postings Close June 8th

3) More comments about SBA \$35K ARC Loans

4) Register for [Coleman's 2009 Rural Development Lenders Roundtable](#)

10th Annual

Coleman's Rural Development Lenders Roundtable

October 14th & 15th, 2009

Washington, DC

[Register Online](#)

[Registration Form](#)

June 1, 2009

TG-153

Treasury Secretary Timothy G. Geithner

Names Additions to Economic and Financial leadership Team for China

Appoints David Loevinger as Executive Secretary and Senior Coordinator for China Affairs and the Strategic and Economic Dialogue and Intends to Name David Dollar as Economic and Financial Emissary to China

BEIJING – Treasury Secretary Timothy F. Geithner today announced that he is appointing David Loevinger as the Department's Executive Secretary and Senior Coordinator for China Affairs and the Strategic and Economic Dialogue and intends to name David Dollar as Economic and Financial Emissary to China. They will work with Treasury Deputy Assistant Secretary for Asia Robert Dohner in leading Treasury's efforts on China.

Today's announcement was made after Secretary Geithner's meeting in Beijing with his counterpart in the US-China Strategic and Economic Dialogue, Vice Premier Wang Qishan. Secretary Geithner and Vice Premier Wang met to discuss the outlook for the U.S. and Chinese economies, measures to promote economic recovery and financial sector reform, the importance of continued high-level dialogue through the Strategic and Economic Dialogue, and the need to keep both countries' respective markets open for trade and investment.

"David Loevinger and David Dollar are both uniquely qualified to serve in these roles because of their deep expertise and extended experience in handling a broad array of U.S.-China economic affairs," said Secretary Geithner. "David Loevinger's experience in areas such as financial regulation and macroeconomic policies, among others, and David Dollar's world renowned expertise in development economics and distinguished career at the World Bank will help strengthen the U.S.-China partnership in an economically challenging time. I look forward to having both of them play important roles in moving the U.S.-China economic relationship forward."

Loevinger currently serves as Treasury's Minister-Counselor for Financial Affairs in China, where as Treasury's first permanent representative in China, he is responsible for engaging with China on a broad array on economic issues including financial regulation, monetary policy, and exchange rate policy. Loevinger played a lead role in establishing the U.S.-China Strategic and Economic Dialogue and has worked with Chinese regulators to open new markets for U.S. financial services firms, including recent breakthroughs to rescind a moratorium on new licenses for foreign securities firms and allow foreign banks to trade corporate bonds.

Prior to his appointment, Loevinger was Treasury Deputy Assistant Secretary for Africa, the Middle East and Asia and represented Treasury in the Asia-Pacific Economic Cooperation and other multilateral fora. Since joining Treasury in 1991 as a staff economist, Loevinger has served as Special Assistant to the Under Secretary, Assistant Attaché in Paris, Economist on the Mexico Crisis Task Force, and Director of the Office of East Asian Nations. He was also an economist at the International Monetary Fund. Loevinger received a B.A. from Dartmouth College in 1984 and a Masters in Public Policy from the Harvard Kennedy School of Government in 1988.

Dollar currently serves as the Country Director for China and Mongolia at the World Bank and has been based in Beijing since 2004. Under his leadership, the World Bank launched a China quarterly report that has become one of the most respected sources of information and analysis on the Chinese economy. Dollar also championed the expansion of the World Bank program to cover environmental issues such as energy efficiency, carbon reduction, clean water, and reforestation.

Previous to that post, Dollar worked in the research department of the Bank, where he specialized in the study of globalization and aid effectiveness. He was country economist for Vietnam from 1989 to 1995, a period of intense reform and structural adjustment. Before joining the Bank he was an assistant professor in the economics department at UCLA, where he spent the spring 1986 semester teaching microeconomics at the Chinese Academy of Social Science Graduate School in Beijing on a program sponsored by the Ford Foundation. Dollar has a PhD in economics from NYU (1984). He graduated summa cum laude from Dartmouth College in 1975 with a special major focusing on Chinese language and history.

Loevinger will be based at the Treasury Department in Washington, D.C.; Dollar will be based in China.

###

This e-mail update was generated automatically based on your subscription preferences. Some bulletins may belong to more than one topic, resulting in duplicate messages.

You can change your subscriptions, password or e-mail address, or unsubscribe at any time from your [Subscriber Preferences Page](#) using your e-mail address to log in.

For questions or problems with this subscription service, e-mail support@govdelivery.com.

This service is provided to you at no charge by the [U.S. Department of the Treasury](http://www.treasury.gov).

U.S. Department of the Treasury · 1500 Pennsylvania Ave, NW, Washington, D.C. 20220 · (202) 622-2000

Contracting Specialist

Arlington Machine, a Northern NJ Precision Manufacturer of Aerospace and Military components and Assemblies is seeking a seasoned Contract Manager to handle all Government and federal Bids and Sales. Arlington Machine is a **SMALL DISADVANTAGED WOMAN OWNED FACILITY** with 85 CNC's and 8 CMM's . AMT is a VERY HIGH quality Facility with AS9100(Aerospace) and ISO Certifications.

Requirements:

We are seeking a motivated, quick learner with advanced organizational skills, ideally with a minimum of 5 years + of experience in business development with a proven track record in professional services sales to Government Agencies especially DOD, TACOM (TACOM Facilities at Picatinny Arsenal, Rock Island, Warren, Watervliet), DCSC, experience with Military subcontractors a plus. The ideal applicant would also be able to grow our international sales division. The candidate will have advanced communications and business writing skills, coupled with experience working in a CNC Machining or manufacturing environment. The candidate will be expected to manage government accounts, develop and respond to government bids, RFQ's, RFP's in a fast-paced JIT manufacturing environment.

- Candidate must have minimum of three years selling experience to Federal Government and Government Contractors or have an equivalent experience inside a government agency..
- Must possess a thorough understanding of the Federal Acquisition Regulations (FAR) and all the processes and procedures for winning federal business.
- Must have extensive experience responding to RFIs, RFQs, and RFPs.
- Needs to have familiarity with GSA schedule.
- Knowledge of Government sales contract requirements, bidding processes, and cycles.
- Must have extensive experience working with ProcNet and any other Bidding System. Experience selling to Government agencies or Defense Contractors
- BS in Component-based Mechanical Engineering preferred but not required
- Experience in a CNC Machining Environment, with the ability to make Process Sheets and Price Estimates a big plus.
- Solid oral and written communications skills
- Proficient with MS Office, Excel and similar applications
- Ability to work independently as part of a fast-paced team.
- Able to travel in the Northeast and Nationwide

Retired PTAC'S and Retired Senior Ranking Military Officers are encouraged to apply.

EEO/AA Employer M/F/D/V

Send resume to: sales@industrial-sales-jobs.com and amthr2@gmail.com

SBA Announces Export Lender of the Year:

Export Lender of the Year Award

World Trade Finance Inc.
Bernd Hermann
President
(818)-550-0788

JPMORGAN CHASE & CO.

Lender with most domestic loans to exporters

JP Morgan Chase
Larry S. Conley
Senior Vice President and Specialty Finance Manager
(281) 587-3112

Northeastern Pennsylvania Alliance International Business Development Notes

June 23, 2009

Featuring...

1. **Save the Date for “Bringing the World to Northeastern PA”**
 2. **Newsletters Available**
 3. **Upcoming Trade Events**
 - Trade Mission to India
 - Arab Health
 - Saudi Arabia Medical Mission
 - FOODEX Japan
 - Trade Mission to Australia & New Zealand
 - bauma 2010
 - Global Petroleum Show 2010
 4. **Market Access Grants**
 5. **Current Trade Leads**
- 1. Mark Your Calendars!! “Bringing the World to Northeastern Pennsylvania”**

Tuesday, September 15, 2009

The Woodlands Inn & Resort, Wilkes-Barre

8:00 – 11:30 a.m.

All 24 overseas trade offices are expected to attend our premier event! Please note we will only be hosting the representatives for *half a day* this year. It will be essential to register early! More details including information on how to register will be available soon.

Meet one-on-one with Pennsylvania’s Trade Representatives from:

- **The Americas:** Brazil; Canada; Chile & Mexico
- **Africa:** South Africa
- **Asia:** Beijing & Shanghai, China; India; Japan; Singapore; South Korea; Taiwan & Vietnam
- **Europe:** Czech Republic; France; Germany; the Netherlands; Russia; Spain & the UK
- **Middle East:** Israel; Saudi Arabia & the United Arab Emirates
- **Oceania:** Australia

2. Newsletters Available

Get quick information on Hungary and Korea...

Hungary – PA's Trade Representatives to the Eastern European countries of the Czech Republic, Poland, Hungary and Slovakia has provided us with great snapshot on Hungary.

[Click here to learn more about the best prospects for and latest news from Hungary.](#)

Korea – PA's Trade Representative to Korea also provides a bi-weekly update on the market's best prospects and latest news articles. The "best prospects" section of our latest issue features construction. [Email us](#) for a copy of Korea's latest newsletter.

3. Upcoming Trade Events

Trade Mission to India

Mumbai & Bangalore - December 8-11, 2009

Multi-Sector - *Cost: \$450; Deadline: September 25*

[Arab Health](#)

Dubai, UAE – January 25-28, 2010

Medical Equipment Show

Saudi Arabia Medical Mission

January 30-31, 2010

[FOODEX Japan](#)

Tokyo, Japan – March 2-5, 2010

Food & Beverage Show

Trade Mission to Australia & New Zealand

March 1-9, 2010

Multi-Sector

[bauma 2010](#)

Munich, Germany - April 19-25, 2010

Building & Construction Show - *Cost: \$2,500; Deadline: October 16*

[Global Petroleum Show 2010](#)

Calgary, Canada – June 8-10, 2010

Cost: \$2,500; Deadline: March 1, 2010

4. Market Access Grants

To the best of our knowledge, Market Access Grants will still be available in the coming fiscal year (beginning July 1). Pending any major cuts to the program, matching grants will still be available for up to \$5,000 per company per fiscal year for activities designed to internationalize your business. This includes activities such as participating in a trade show or mission internationalizing your website, international business trips, and more.

Please note, ***funds will be limited!*** [Click here for the Market Access Grant guidelines and application form.](#) The first deadline for application submission will be **August 31, 2009.**

5. Current Trade Leads

1. Turkey: Municipal Medical Waste Disposal System
2. Israel: Private Label Pretzel Manufacturer & Ready Made Iced Tea
3. Brazil: HDPE Sheet
4. Japan: Printer, Digital Camera, Cell Phone, Home Electric Appliances, Software, Peripherals, Toner Cartridge, Ink Cartridge, Paper for Printer

Michael Horvath, International Business Development Manager
Email: mhorvath@nepa-alliance.org

Debbie Phillips, International Business Development Specialist
Email: dphillips@nepa-alliance.org

[Email us](#) to unsubscribe to this newsletter.

NEPA Alliance • 1151 Oak St • Pittston, PA 18640
Tel: 570-655-5581 Fax: 570-654-5137
email: dphillips@nepa-alliance.org web: www.nepa-alliance.org

This notice is provided solely as a courtesy and does not constitute a U.S.
Department of Commerce or U.S. Small Business Administration or U.S. Export
Assistance Center endorsement of the events or of the organizer(s)/sponsor(s).
For a more complete listing of international events in your area visit
www.export.gov

_____ TO UNSUBSCRIBE _____ go to:
robert.elsas@mail.doc.gov _____