



## MBL Introduces Certification Program

MBL announces the launch of a comprehensive training certification program. Credit union representatives can now earn the designation of Certified Business Lender.

The Certified Business Lender program's curriculum will develop critical business lending skills and enhance the lender's ability to serve the credit union's business members. A Certified Business Lender must master a core body of knowledge requisite for success in the SBA and commercial lending industry. Upon completion of the certification program, all credit unions will earn a 15% patronage discount on hourly loan processing fees.

### Courses

1. Marketing to Small Businesses/Ancillary Products & Services for Small Businesses/ Effective Loan Information Gathering and Application Processing
2. Business Development Officer Selection, Compensation, Development and Evaluation
3. Credit Union Branch Personnel Development, Evaluation and Compensation
4. Risk Assessment Course-Part I: Basic Ratios & Analysis
5. Risk Assessment Course-Part II: Advanced Analysis
6. Collateral Evaluation: Appraisals & Environmental Reviews
7. Loan Agreements/Loan Structuring
8. Loan Documentation and Closing
9. Rules & Regulations: SBA Eligibility Rules & NCUA Regulations for MBL's
10. Asset Liability Management & Secondary Markets
11. Portfolio Management/Servicing
12. Problem Loans: Business Turnaround, Recovery, Bankruptcy/Litigation
13. Lender Regulatory Compliance, Oversight & Review
14. Board & Member Business Lending Committee Oversight
15. Managing and Achieving Member Business Lending Objectives

All courses are one full day in length. Course fees are assessed on the organizational level, not a per person basis. Therefore, the credit union can register an unlimited number of participants.

### Course fees:

Current Preferred Participants (pre 1/1/12):  
\$1,335 per course

Future Preferred Participants and All Certified Participants:  
\$2,335 per course

Training can be conducted at MBL's facility or at your credit union with reimbursement for the instructors' travel expenses. MBL will begin offering courses during the first quarter of 2012. Please contact Bethanie Werner at 801-545-7922 or [bwerner@mblllc.com](mailto:bwerner@mblllc.com) to schedule training for your team.

## Monthly Training Seminar

In March MBL will offer a seminar on Protecting the SBA Guaranty. The results of SBA Office of Inspector General Audits will be reviewed. The main causes for denial or repair of an SBA Guaranty will also be discussed. The seminar is part of MBL's free monthly seminar series, and is open to all credit union business lending staff.

### Protecting the SBA Guaranty

Wednesday, March 14<sup>th</sup>

2:00 – 3:00 p.m. (MDT)

Session number: 809 507 699

Session password: Wednesday1

A link to the training will be provided in a separate email.

For more information contact Sarah Hettinger at (801) 545-7958 or [SHettinger@mblllc.com](mailto:SHettinger@mblllc.com).

### The MBL Mission:

"To aid, counsel, and assist our participating credit unions and the member businesses they serve"

# SBA Expands Eligibility for Small Businesses

On February 10 and 27 SBA issued a final ruling in the *Federal Register* that will increase some of the size definitions of small businesses to the Professional, Scientific, Technical Services, Other Services, Transportation and Warehousing sectors. These increases reflect changes in marketplace conditions.

The final rule will increase 37 of the revenue-based size standards in 34 industries and three sub-industries in the “Professional, Scientific and Technical Services” sector. It will also increase one size standard in the “Other Services” sector. SBA estimates that as many as 8,350 additional firms will become eligible for SBA programs as result of revisions in these sectors. In the Transportation and Warehousing sector size standards in 22 industries will increase and the 37 remaining industries will retain the current size standards. In these sectors SBA estimates that as many as 1,200 additional firms will become eligible for SBA programs as a result of the revisions.

The SBA also issued a proposed rule to increase the small business size standards for 28 industries in the Health Care and Social Assistance sector. As many as 4,100 additional firms could become eligible for SBA’s programs and services if the proposed increases are adopted. Comments on this proposed rule can be submitted on or before April 24, 2012 at [www.regulations.gov](http://www.regulations.gov).

As part of an ongoing review of all size standards, the SBA takes into account the structural characteristics within individual industries, including average firm size, the degree of competition, and federal government contracting trends to ensure that small business size definitions reflect current economic conditions within those industries. Under provisions in the Small Business Jobs Act of 2010, SBA will continue its comprehensive review of all size standards for the next several years. The revisions to the size standards in these sectors will enable more small businesses to retain their small business status, will give federal agencies a larger selection of small businesses to choose from for small business procurement opportunities and help eligible small businesses benefit from SBA’s loan programs.

## SBA BASE RATES MARCH 2012

WSJ Prime	3.25%*
1-Month LIBOR Base Rate	3.24%*
SBA Fixed Base Rate	4.88%*
SBA Peg Rate	2.375%**

\*Effective for the first business day of March 2012

\*\*Effective for the period between January 1, 2012 to March 31, 2012

## CU Member’s View of Economy Improving

According to a recent consumer survey conducted by Discover Financial Services, credit union members’ outlook on the U.S. economy improved in the fourth quarter of 2011. Discover’s survey reported that 10 percent of credit union members rated the U.S. economy as “good” or “excellent” in January 2012. This is opposed to the 5 percent of credit union members who rated the economy “good” or “excellent” in October of 2011. Additionally, the percentage of credit union members who rated the U.S. economy as “poor” dropped from 69 percent in October 2011 to 53 percent in January 2012, the survey revealed.

The percentage of credit union member respondents who say U.S. economic conditions are improving increased from 13 percent to 34 percent during the quarter. The percentage of those who think the economy is getting worse declined from 59 percent to 42 percent.

The survey also revealed an upswing in personal financial confidence among credit union members, 29 percent stated that their personal finances are improving compared to 20 percent of non-credit union members. Credit union members also surpassed non-credit union members, when asked about their intentions to spend more, as well as save and invest more. “With an improving outlook on the economy and their personal finances, credit union members are likely to keep their discretionary spending intentions the same or increase them in the month ahead compared to what was reported last October,” Discover said.

The Discover U.S. Spending Monitor surveys more than 8,200 consumers each month including an average of 2,500 credit union members.

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