SBA has 73 field offices (listed herein) and in addition sends many loan officers to visit smaller cities on a regularly scheduled basis or as the need is indicated. To speed matters, make your financial information available when you first write to or visit SBA.

SBA FIELD OFFICES

Agana, Guam
Albuquerque, N. Mex.
Anchorage, Alaska
Atlanta, Ga.
Augusta, Maine
Baltimore, Md.
Birmingham, Ala.
Boise, Idaho
Boston, Mass.
Buffalo, N.Y.
Casper, Wyo.
Charleston, W. Va.
Charlotte, N. C.
Chicago, Ill.
Cincinnati, Ohio
Clarksburg, W. Va.
Cleveland, Ohio
Columbia, S. C.
Columbus, Ohio
Concord, N. H.
Dallas, Tex.
Denver, Colo.
Des Moines, Iowa
Detroit, Mich.
Dover, Del.
Fargo, N. Dak.
Hartford, Conn.
Hato Rey, P. R.
Helena, Mont.
Honolulu, Hawaii
Houston, Tex.
Indianapolis, Ind.
Jackson, Miss.
Jacksonville, Fla.
Kansas City, Mo.
Knoxville, Tenn.
Las Vegas, Nev.
Little Rock, Ark.
Los Angeles, Calif.
Louisville, Ky.
Lubbock, Tex.
Madison, Wis.
Marquette, Mich.
Marshall, Tex.
Miami, Fla.
Milwaukee, Wis.
Minneapolis, Minn.
Montpelier, Vt.
Nashville, Tenn.
Newark, N. J.
New Orleans, La.
New York, N. Y.
Oklahoma City, Okla.
Omaha, Nebr.
Philadelphia, Pa.
Phoenix, Ariz.
Pittsburgh, Pa.
Portland, Oreg.
Providence, R. I.
Richmond, Va.
St. Louis, Mo.
St. Thomas, V. I.
Salt Lake City, Utah
San Antonio, Tex.
San Diego, Calif.
San Francisco, Calif.
Seattle, Wash.
Sioux Falls, S. Dak.
Spokane, Wash.
Syracuse, N. Y.
Toledo, Ohio
Washington, D. C.
Wichita, Kans.

SBA LOAN—QUESTIONS AND ANSWERS

The following questions and answers are excerpts from a presentation at the 1967 Fall Conference by Mr. Robert Blewitt, Philadelphia Area Conusel for SBA. They should answer many of the questions that each of you may have regarding the SBA program for financing used machine tools.

Q. Will the restriction on machine age move up to 1951 next year?

A. No, next year we hope it will remain 1950 unless we (MDNA) can manage to get yet older machines included in which case it may go down into the 1940's.

Q. From the early part of your talk I got the impression that the government was anxious to quicken the times from the application to the granting of the loan. Is there any rule of thumb or any target date it would take to get the normal machine tool loan through. How long do you think it should take in time?

A. I was asked that before and I do not mean to defend the government. There is some difference between the government and a private lender. If you were to come in and apply to us and it was the first time that we had ever seen you, it would be different than with your bank. We have to start sort from of scratch. They hope to speed up the used machine tool program by limiting the collateral to the machine itself, without going into the borrowers remaining assets and going out and appraising plant and equipment. It is hoped that the applications can be processed and the authorization issued well within a 30-day period. And I would say that is generous. But one more thing on that point.

It really is not only the government alone that determines the speed with which an application is to be handled. Mr. Studley has asked me to talk to you about what you can do to speed the handling of this sort of financing. We are going to take a lien under the used machine tool program on the machine itself and one of the things we are going to want to know is, an accurate description of that machine. We would want to be assured that the delivery of that machine can be accomplished within the time set here. If you make sure that your customer has this information before he leaves the shop, you will aid materially in speeding these things through. In a good many cases a man will come in who has no real idea of what he wants to do and since the machine he wants to buy will be the collateral for our loan we are not in a position to say that we will agree to loan you so much money on some unknown machine. The sooner he knows what he wants to buy and can come and tell us, the faster he is going to get his loan. These are not "shopper" loans as the directive indicated. He should know what he wants to buy before he comes to us.