There is enclosed a list of actions taken with respect to the investment program during the period from May 1966, when I assumed the post of Administrator, to December 1966.

Consolidated financial statements for the industry as of March 31, 1966, were not yet available at the time of the hearings. I am pleased to enclose copies of these statements.

We expect in the near future to have available the consolidated activities report for the SBIC industry as of the close of its last fiscal year and consolidated midyear financial reports as of September 30, 1966. They will be forwarded to you upon publication.

We are developing and refining legislative recommendations for the program and will furnish them to the Committee together with background and justifications as soon as necessary Administration clearances are obtained.

Sincerely yours,

BERNARD L. BOUTIN, *Administrator.*

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EXHIBIT 2

TABLE I.—TOTAL NUMBER AND AMOUNT OUTSTANDING, SEPT. 30, 1967

| | Number | Amount |
|---|---|---|
| Equity securities (sec. 304): | | |
| Debt instruments with equity features | 1,769 | $144,961,142 |
| Capital stock | 1,862 | 86,102,647 |
| Warrants for which separate costs have been established | 214 | 610,492 |
| Total equity securities | 3,845 | 231,674,281 |
| Long-term loans (sec. 305) | 6,407 | 250,109,220 |
| Total | 10,252 | 481,783,501 |

TABLE II.—SIZE OF DISBURSEMENTS MADE, 6 MONTHS ENDED SEPT. 30, 1967

| Size of principal amount of individual disbursements | Disbursements | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | Loans | | Debt securities | | Capital stock [2] | | Total [2] | |
| | Number | Amount [1] | Number | Amount [1] | Number | Amount [1] | Number | Amount [1] |
| $5,000 and under | 194 | $499,510 | 32 | $84,666 | 149 | $196,870 | 375 | $781,046 |
| $5,001 to $10,000 | 150 | 1,221,846 | 30 | 257,261 | 46 | 385,516 | 226 | 1,864,623 |
| $10,001 to $25,000 | 305 | 5,426,194 | 56 | 1,000,099 | 49 | 856,676 | 410 | 7,282,969 |
| $25,001 to $50,000 | 189 | 7,292,496 | 43 | 1,707,546 | 52 | 1,920,093 | 284 | 10,920,135 |
| $50,001 to $100,000 | 117 | 8,580,793 | 30 | 2,166,628 | 27 | 1,778,542 | 174 | 12,525,963 |
| $100,001 to $150,000 | 29 | 3,639,063 | 16 | 1,986,220 | 12 | 1,545,413 | 57 | 7,170,696 |
| $150,001 to $250,000 | 20 | 3,987,158 | 16 | 3,244,390 | 15 | 3,104,720 | 51 | 10,336,268 |
| $250,001 to $350,000 | 7 | 2,055,750 | 6 | 1,822,500 | 6 | 1,784,210 | 19 | 5,662,460 |
| $350,001 to $500,000 | 3 | 1,263,003 | 4 | 1,620,000 | 4 | 1,798,669 | 11 | 4,681,672 |
| $500,001 and over | 5 | 3,210,811 | | | 4 | 3,014,091 | 9 | 6,224,902 |
| Total | 1,019 | 37,176,624 | 233 | 13,889,310 | 364 | 16,384,800 | 1,616 | 67,450,734 |
| Arithmetic average size | | 36,483 | | 59,611 | | 45,013 | | 41,739 |

[1] Loan and debt security amounts reflect the principal amount of related financing instruments, including any discount, fees, or other charges; capital stock amounts reflect cost.

[2] Includes warrants, options, and other stock rights for which separate costs have been determined.

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EXHIBIT 3

TABLE III.—TYPES OF BUSINESS ASSISTED—OUTSTANDING BALANCES, SEPT. 30, 1967

| | Number | Amount [1] |
|---|---|---|
| Nonmanufacturing industries: | | |
| Agricultural services | 22 | $785,424 |
| Forestry | 3 | 110,686 |
| Fisheries | 7 | 199,355 |
| Metal mining | 10 | 1,470,963 |

See footnotes at end of table, p. 198.

TABLE III.—TYPES OF BUSINESS ASSISTED—OUTSTANDING BALANCES, SEPT. 30, 1967—Continued

| | Number | Amount[1] |
|---|---|---|
| Nonmanufacturing industries—Continued | | |
| Anthracite mining | 8 | $41,918 |
| Bituminous coal and lignite mining | 3 | 160,400 |
| Petroleum and natural gas (extracting, etc.) | 124 | 4,853,582 |
| Mining and quarrying, nonmetallic minerals | 22 | 3,700,343 |
| Building construction, general contractors | 554 | 19,333,431 |
| Other construction, general contractors | 96 | 4,034,456 |
| Construction, special trade contractors | 173 | 4,146,423 |
| Railroad transportation | 15 | 2,834,561 |
| Local and suburban passenger transportation | 26 | 1,069,130 |
| Motor freight transportation and warehousing | 63 | 2,557,837 |
| Water transportation | 38 | 1,020,214 |
| Air transportation | 39 | 2,386,584 |
| Pipeline transportation | 11 | 611,173 |
| Transportation services | 20 | 779,098 |
| Communications | 235 | 21,118,361 |
| Electric, gas, and sanitary services | 56 | 1,390,212 |
| Retail trade: | | |
| Building materials, hardware, and farm equipment | 254 | 6,415,975 |
| General merchandise | 179 | 6,541,896 |
| Food | 598 | 11,113,784 |
| Automotive dealers and filling stations | 168 | 5,296,292 |
| Apparel and accessories | 119 | 2,868,660 |
| Furniture, home furnishings, and equipment | 87 | 2,224,479 |
| Eating and drinking places | 248 | 9,280,511 |
| Miscellaneous retail stores | 165 | 4,014,195 |
| Total, retail trade | 1,818 | 47,755,792 |
| Wholesale trade | 383 | 20,208,268 |
| Security and commodity brokers, dealers, etc | 5 | 96,590 |
| Insurance carriers | 33 | 2,972,910 |
| Insurance agents, brokers, and services | 58 | 1,134,753 |
| Real estate | 2,118 | 86,867,964 |
| Combinations—real estate, insurance, law offices | 21 | 1,645,290 |
| Hotels, motels, camps, and other lodging places | 374 | 16,652,511 |
| Personal services | 121 | 2,235,143 |
| Miscellaneous business services | 364 | 16,294,779 |
| Automobile repair, rental, and storage | 101 | 3,910,347 |
| Miscellaneous repair services | 25 | 894,843 |
| Motion pictures | 50 | 2,302,849 |
| Amusement and recreation services | 260 | 12,969,418 |
| Medical and other health services | 404 | 17,238,873 |
| Legal services | 8 | 47,831 |
| Educational services | 35 | 885,456 |
| Museums, art galleries, botanical and zoological gardens | 3 | 55,000 |
| Miscellaneous services | 127 | 4,636,780 |
| Unclassified | 212 | 9,850,082 |
| Total, nonmanufacturing | 8,045 | 321,259,630 |
| Manufacturing industries: | | |
| Ordnance and accessories | 6 | 475,019 |
| Food and kindred products | 174 | 11,014,140 |
| Textile mill products | 34 | 1,529,258 |
| Apparel and other finished products made from fabrics and similar materials | 43 | 1,853,187 |
| Lumber and wood products, except furniture | 52 | 2,833,214 |
| Furniture and fixtures | 54 | 1,723,816 |
| Paper and allied products | 34 | 2,544,216 |
| Printing, publishing, and allied industries | 180 | 5,914,900 |
| Chemicals and allied products | 117 | 5,780,900 |
| Petroleum refining and related industries | 11 | 584,026 |
| Rubber and miscellaneous plastic products | 85 | 4,469,631 |
| Leather and leather products | 30 | 3,977,663 |
| Stone, clay, and glass products | 64 | 2,607,382 |
| Primary metal industries | 54 | 6,324,225 |
| Fabricated metal products, except machinery | 180 | 18,753,380 |
| Machinery, except electrical | 245 | 16,330,470 |
| Electrical machinery, equipment, and supplies | 453 | 42,527,712 |
| Transportation equipment | 62 | 6,303,277 |
| Professional, scientific, etc., equipment | 176 | 13,928,518 |
| Miscellaneous manufacturing industries | 153 | 11,048,937 |
| Total, manufacturing | 2,207 | 160,523,871 |
| Total, all industries | 10,252 | 481,783,501 |

[1] Loan and debt security amounts reflect the principal amount of related financing instruments including any discount, fees, or other charges; capital stock amounts reflect cost and include warrants, options, and other stock rights for which separate costs have been determined.

## EXHIBIT 4

### NASBIC CODE OF ETHICS

1. The business of each SBIC shall be conducted at all times in full compliance with the Small Business Investment Act of 1958, any amendments thereto, and the Regulations issued thereunder by the Small Business Administration, and in accordance with high standards of commercial honor and just and equitable principles of conduct.
2. The constant goal of each SBIC shall be to improve the welfare of the small business concerns which it serves.
3. Each SBIC shall promote and maintain ethical standards of conduct and deal fairly and honestly with all small business concerns seeking its assistance, with all companies to or with whom it makes loans or investments, with all other SBICs, with the Small Business Administration and other Government agencies having jurisdiction.
4. Each SBIC shall require its officers, employees, designees, and representatives to abide by the Code, the Trade Practice Rules, the Procedures for their Enforcement, and all rulings and orders issued pursuant to them; and all such officers, employees, designees and representatives are as individuals hereby so bound.
5. In the administration of the Code and the Trade Practice Rules, it shall be the purpose and object of this Association not to discriminate against any member or licensee, nor to engage in any practices which may be considered as being in restraint of trade.
6. Each SBIC shall comply with the Code, the Trade Practice Rules and the Procedures for their Enforcement as they may from time to time be adopted or amended and all rulings and orders made pursuant to them.
7. Unethical conduct shall be deemed to include any evasive device intended to cloak noncompliance with the Act, Regulations, Code, Trade Practice Rules or Procedures for their Enforcement.

### NASBIC TRADE PRACTICE RULES

1. It shall be the duty and obligation of each SBIC to strive at all times to uphold the integrity, honor and reputation of the industry.
2. No SBIC shall malign, defame or unfairly criticize any other SBIC in any dealings with proposed client companies or otherwise.
3. If one SBIC asks another SBIC whether it has negotiated or is negotiating with a proposed client company, the second SBIC shall disclose whether it has or is and whether the matter is still open. Any further disclosures on the part of the second SBIC shall be within its own discretion, and the decision of the first SBIC to proceed with its own negotiation shall likewise be at its own discretion, it being intended to foster free competition.
4. No SBIC may be used or permit itself to be used to promote the welfare of or assist its officers, directors, stockholders, employees, designees or representatives except insofar as they may benefit from the success of the SBIC. This rule shall not be deemed however to proscribe any investment or relationship which has been approved in writing by the Small Business Administration, nor the establishment of normal banking, business or professional relationships; nor shall this rule be deemed to proscribe or prohibit the payment of professional fees, directors' fees or other compensation for services, provided that a full disclosure thereof is made in advance in writing to the officers and directors of the SBIC and to the officers and directors of all participating SBIC's and other associates in the investment.
5. Where two or more SBIC's participate in a loan or investment, the sponsoring SBIC and all other participating SBIC's shall make full disclosure of all facts known to them about the proposed client company and all relationships between the proposed client company, its officers, directors, stockholders, employees, designees or representatives with the sponsoring SBIC and other participating SBIC's or any of their officers, directors, stockholders, employees, designees or representatives.
6. SBIC's collaborating in a proposed loan or investment are bound not to compete with each other for that loan or investment and may not deal directly with the proposed client company except on behalf of the group.

NASBIC PROCEDURES FOR ENFORCEMENT OF THE CODE OF ETHICS AND TRADE PRACTICE RULES

1. Complaints of violations shall be forwarded to the Chairman of the Committee on Ethics and Trade Practices, who will have the responsibility, in consultation with counsel to NASBIC, of deciding if there is an initial basis for further investigation and action.

2. If the decision is affirmative, a 3-man ad hoc investigating committee shall be constituted to consist of the Chairman of the Committee on Ethics and Trade Practices (or his designee), the President of the Regional Association having jurisdiction over the SBIC or person complained against (or his designee), and if either such Chairman or such President or their companies are involved in the complaint then the President of NASBIC shall appoint such members; and the two members so designated shall select a third.

3. The ad hoc committee shall promptly investigate and consider the facts. The accused SBIC or person shall be under the affirmative duty to cooperate fully and supply all facts and evidence requested, and may be required to do so under oath; the accused SBIC or person complained against shall have the right to counsel at all stages of the proceedings.

4. The committee shall reach its determination with all due diligence and shall render a confidential report to the Chairman of the Committee on Ethics and Trade Practices, who shall forward the report to the Executive Committee of NASBIC for such action as may be appropriate, together with his recommendation. To the extent feasible, but bearing in mind the need to avoid publicity, the Chairman shall consult with other members of the Committee on Ethics and Trade Practices before making his recommendations.

5. The Executive Committee of NASBIC shall make the final determination which shall be either dismissal of the complaint, censure, suspension or expulsion, and shall also determine whether its rulings shall be kept private or made public and whether to report them to the Small Business Administration.

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EXHIBIT 5

SUMMARY OF SBIC LITIGATION REFERRED TO AND CLEARED BY CIVIL DIVISION, DEPARTMENT OF JUSTICE

CIVIL CASES TRANSMITTED TO DEPARTMENT OF JUSTICE, AUG. 1, 1966, TO APR. 30, 1968

| | 0 to 6 | 6 to 12 | 12 to 18 | 18 to 24 | Total |
|---|---|---|---|---|---|
| Completed cases: | | | | | |
| Subpena enforcement | 47 | 25 | 5 | | 77 |
| Other | 18 | 14 | 12 | 5 | 49 |
| Incomplete cases | 65 | 39 | 17 | 5 | 126 |
| Total | | | | | |

The above figures include 4 cases in which a civil complaint was transmitted to the Department of Justice in addition to a criminal reference. The above figures do not include 13 cases in which a criminal reference was made, but no civil complaint transmitted.

*Statistical analysis of SBIC's referred to Criminal Division, Department of Justice, since inception of SBIC program*

| | |
|---|---|
| Prosecution completed | 1 |
| Prosecution declined | 9 |
| Pending | 9 |
| Total | 19 |

The CHAIRMAN. Thank you, Mr. Brown, for a rather comprehensive statement of a very important program of one of the constituent agencies of SBA.

The original Small Business Investment Act, I believe, was passed in 1958. This is 1968, 10 years later. SBA has had a 10-year period to make that program become really effective as intended by Congress.

As I recall, over the years there were a number of smaller SBIC's, there were some medium-sized SBIC's, and it is considered that there will be some large ones. After 10 years, what is the condition of the industry in this regard now?

Mr. BROWN. Mr. Chairman, of course, as I indicated, we have seen a good many of the smaller SBIC's leave the program because they either had credit problems or had regulatory problems with the agency which they couldn't solve. We still, of course, have a number of small companies left in the program. And many of the smaller ones, however, have grown through adding new capital. And our number of larger companies has increased. Out of the new licensees that have come into the program in the past year the average is over $2 million private capital for each of them, which indicates that the average size of the SBIC is growing considerably.

The CHAIRMAN. You do not have as many of the small SBIC's today as was envisioned earlier?

Mr. BROWN. That is correct, Mr. Chairman.

The CHAIRMAN. How about the medium-sized SBIC's?

Mr. BROWN. Well, there are many medium-sized SBIC's, and I think there always will be, Mr. Chairman.

The CHAIRMAN. Should we be anticipating that with you as Associate Administrator for Investment of the SBA the SBIC's will continue to be few in number and large in composition?

Mr. BROWN. Well, that is essentially true. But in many of the States involved, smaller States and States with rather small population, it is always going to be the case that you are not going to have——

The CHAIRMAN. Mr. Brown, how long have you been Associate Administrator of the SBIC program?

Mr. BROWN. Not quite a year, sir.

The CHAIRMAN. Is it your view that after the hearings of 2 years ago, and a lot of irregularities have been corrected and improvements made, that the program today is functioning much better, as intended by Congress?

Mr. BROWN. Yes, Mr. Chairman. I think there is no doubt in my mind about that. And we are consistently making improvement, and I think there has been a tremendous improvement in these 2 years, due largely to some of the hearings and the legislation coming out of them.

The CHAIRMAN. Do you think Mr. Moot's predecessor, Mr. Boutin, recognized that he was confronted with the problem, and Mr. Greenberg was brought in to make corrections, and you have the problems solved now; is that the rosy picture you are presenting to the committee?

Mr. BROWN. We wouldn't want to say that, Mr. Chairman. But we think we are well on the way to continue solving them. I think Mr. Greenberg, as the Administrator indicated, did a tremendous job in his time, and I was fortunate to be his deputy, and sort of learned under him. I think we are continuing to make this kind of improvement. But we are still going to have to make some more.

The CHAIRMAN. Mr. Brown, how many times has the SBIC Act been amended since it was orginally passed by Congress?

Mr. BROWN. I believe five times, Mr. Chairman.

The CHAIRMAN. Five or six times. Will you prepare for us a tabulation in this regard and supply it for the record?

Mr. BROWN. We will supply that for the record.

The CHAIRMAN. Give the number and the date of the amendments to the SBIC program as it was originally passed.

Mr. BROWN. We will be glad to do that.

(The information referred to follows:)

AMENDMENTS TO THE SMALL BUSINESS INVESTMENT ACT AS OF MAY 29, 1968

The Small Business Investment Act of 1958, Public Law 85-699, has been amended six times since it was approved on August 21, 1958. The following is a list of these amendments:

1. Small Business Investment Act Amendments of 1960, Public Law 86-502, which were approved on June 11, 1960.
2. Small Business Investment Act Amendments of 1961, Public Law 87-341, which were approved on October 3, 1961.
3. Small Business Investment Act Amendments of 1963, Public Law 88-273, which were approved on February 28, 1964.
4. Housing and Urban Development Act of 1965, Public Law 89-117, Section 316 amending the Small Business Investment Act of 1958 by adding Title IV, Lease Guarantees, approved August 10, 1965.
5. Small Business Investment Act Amendments of 1966, Public Law 89-779, which were approved on November 6, 1966.
6. Small Business Investment Act Amendments of 1967, Public Law 90-104, which were approved on October 11, 1967.

The CHAIRMAN. You indicate that about 164 SBIC's have left the program. Did they leave voluntarily or did they leave as a result of investigation, examination, and action by you and your predecessors as Administrators of the program?

Mr. BROWN. I would think the large majority left because of the latter, Mr. Chairman, because of our regulatory actions, and because of credit problems. A few left voluntarily, but they were in the minority.

The CHAIRMAN. You indicate that there are 537 licensees today, and you are going to have in the future about 375. So you are going to hone these down to an even lesser number?

Mr. BROWN. We still have about 120 of our present licensees that are in some problem category. And we feel that eventually most of these will be going out of the program, which will bring us down to a 350 to 400 base.

The CHAIRMAN. What is the nature of the problem—that Congress doesn't pass enough amendments and the SBIC's are not provided enough funds?

Mr. BROWN. Part of the problem, of course, Mr. Chairman, is that many of these companies that we are talking about have been having credit problems because of inadequate size; they are not just big enough, many of them, to be profitable and to make it. Many others are just not going along with the act and regulations. And there are very significant violations that we can't permit.

The CHAIRMAN. Who are they serving, these SBIC's?

Mr. BROWN. Their shareholders, of course, the people that own them. But they are serving the needs of small business, we hope, along with it.

The CHAIRMAN. Mr. Moot.

Mr. MOOT. I wanted to be sure that the record indicated that these companies are vehicles to provide assistance to the small business community, which is our primary mission.

The CHAIRMAN. That is the intent of Congress, and that is the intent of the Administrator. But are they doing it?

Mr. BROWN. We think that generally, Mr. Chairman, they are doing so. And we think the figures, which we admit are not as complete as we would like to see them, indicate——

The CHAIRMAN. My question is: Ultimately is it serving small business, or are they serving big business, are they serving growth industries?

Mr. BROWN. We feel like they are serving small business, Mr. Chairman.

Mr. MOOT. I might add, Mr. Chairman, that admittedly so far the incomplete information system we have—which is getting better with the help of the association, from which you will hear a little later on—indicates that the $1.2 billion of financing which has gone down through 27,000 separate financings from the Small Business Investment Company, industry is doing a good job for small business in the areas of growth industry, primarily in the manufacturing industries, and in the new innovation industries.

I might point out that, if we extrapolate the employment growth that has resulted from 1,381 reporting small business companies that we have looked at recently, which showed that an 11,800 employment growth is evidenced, that if we extrapolate this to the 27,000 financing, we would credit this industry with having improved the employment control over 200,000 jobs and positions during this period prior to current financing.

I think that the small business concerns that they have reported to us progress on indicate increased profit growth, increased sales growth, net worth growth, total asset growth, so that we do consider that the small business community, to the extent the industry is providing equity capital and long-term debt financing, is doing a good job. What we would like to do is to see more private financing being combined with the Treasury dollar.

The CHAIRMAN. Mr. Administrator, this is a nearly three-quarter-of-a-billion-dollar industry now: $650 million. And the Government as a taxpayer has put a quarter of a billion dollars into these companies. And they in turn have placed about another——

Mr. MOOT. A billion in total, sir, over the period of the industry. You see, there was a turnover of the investment.

The CHAIRMAN. Do you consider this a billion-dollar industry or three-quarters-of-a-billion-dollar industry today?

Mr. MOOT. I like to consider that the impact that this industry has made on the small business community totals $1,200 million because that is the rollover of the financing.

The CHAIRMAN. Mr. Brown, what is the number of examinations that are made of these institutions that are licensed by your?

Mr. BROWN. Well, each company is now examined once a year. And in the past year we had a total of 342 examination reports forwarded. And each one of these companies are examined every 12 months.

The CHAIRMAN. Besides the liberalizing legislation, Congress has passed legislation to strengthen the hand of the SBA in administering the program with additional powers of examination and other policing and for proceeding to remove problem companies. This program held forth great hope and great promise. It was heralded as a great savior at the time it was passed. And we have watched it over the years. Many of us do not really see the impact, because it pyramided into larger and larger, bigger and bigger companies; they consolidated,

they merged, they bought the stock of competing companies. And we are concerned to know whether or not they are really serving the original intended declared purpose of Congress.

And I think it is one of your missions, Mr. Brown, to see that it serves that purpose, that it not just be made a profiteering and pyramiding enterprise.

Mr. BROWN. We intend to see that that happens, Mr. Chairman.

The CHAIRMAN. You state here that the Small Business Administration proceeds in the courts against these undesirable companies. Does the SBA or the Department of Justice proceed?

Mr. BROWN. Well, the SBA, due to an understanding between the Small Business Administration and the Department of Justice, proceeds with their assistance, but SBA proceeds in civil litigation in these cases.

The CHAIRMAN. We need to let SBA proceed, because the Department of Justice is not proceeding generally in criminal matters, let alone some of the civil matters. I think SBA is doing a better job.

Mr. BROWN. Thank you, sir.

The CHAIRMAN. That is one man's opinion.

On page 6 you speak of SBIC investments. This includes $481.8 million in outstanding loans and investments in small business. Is this SBIC's investment in small business?

Mr. BROWN. Yes, sir, the ones that are still standing, the SBIC's investment is over $481 million.

The CHAIRMAN. In other words, when an industry needs capital the SBIC has invested into it to this extent?

Mr. BROWN. That is right.

The CHAIRMAN. On the bottom of page 7 and the top of page 8 you project a very healthy industry—gross revenues increased 42 percent, profits showed an increase of 100.7 percent, from $11.1 million to $22.2 million.

Mr. MOOT. Mr. Chairman, those are small business concerns. They are portfolio concerns.

The CHAIRMAN. This is the result of SBIC's work?

Mr. MOOT. Yes. This is what we were discussing just a moment ago, you and I, in terms of what good the companies were doing?

The CHAIRMAN. Short-term borrowings increased 22.2 percent, from $113.4 million to $138.6 million. These are borrowings——

Mr. MOOT. Of the small business concerns.

Mr. BROWN. From banks and other sources which they could not have made if they hadn't had this long term financing from the SBIC.

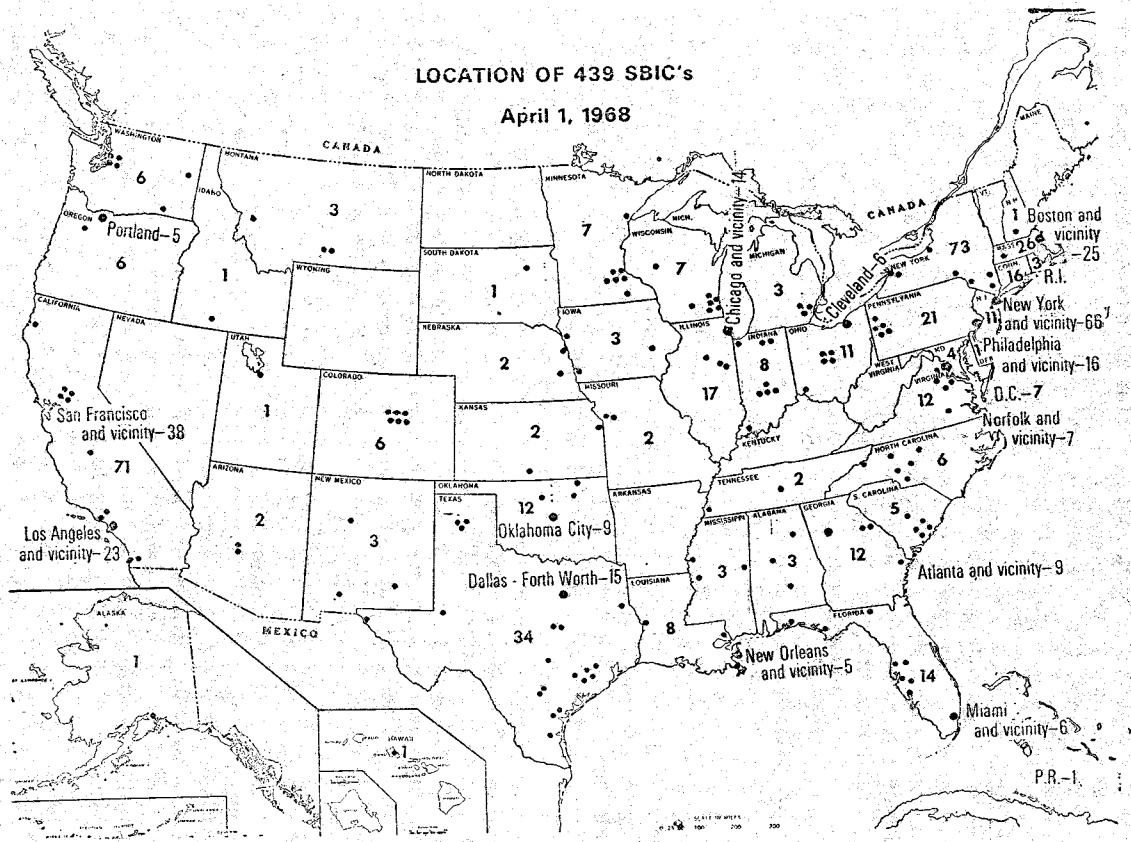
The CHAIRMAN. The SBIC funds are seed money which generates other funds.

Well, I think we touched briefly on the size. What about geography and area? How are they dispersed? Could you supply for the record an outline map of the United States with pinpointing dots where these are located?

Mr. MOOT. We can, sir.

We do have a problem in this area. We do need to get a better distribution in the industry. And the industry is working with us to do this. We need to make sure that the rural and certain of the States that are not now covered are covered with the advantage of investment equity and investment capital.

(The information referred to follows:)


LOCATION OF 439 SBIC's
April 1, 1968
CANADA
CANADA
MEXICO
Portland–5
San Francisco and vicinity–38
Los Angeles and vicinity–23
Oklahoma City–9
Dallas - Forth Worth–15
New Orleans and vicinity–5
Chicago and vicinity–14
Cleveland–6
Boston and vicinity –25
R.I.
New York and vicinity–66
Philadelphia and vicinity–16
D.C.–7
Norfolk and vicinity–7
Atlanta and vicinity–9
Miami and vicinity–6
P.R.–1
ALASKA
HAWAII

The CHAIRMAN. You mentioned on page 3 the problems of the day. What are they, other than the desire for more liberalizing legislation by Congress and tax writeoffs?

Mr. BROWN. We still feel that we need to encourage the SBIC's to make more equity-type investments as opposed to straight loans. We still feel, as the Administrator indicated, that we have still got to increase geographic coverage. And we have eight States that have no SBIC's active right now. We want to get the other States served, although they are served usually from the outside. We have investments in all 50 States but we feel like this is an area—and, of course, increasing private capital coming into the program.

The CHAIRMAN. Mr. Brown, at the bottom of page 10 and the top of page 11 you review the maximum SBA loans to SBIC's. The maximum amount of SBA loans to an SBIC has increased from $4 to $10 million. Now, you can make loans or investments up to $10 million?

Mr. BROWN. Under the old legislation, Mr. Chairman, a company could borrow up to $700,000 in debentures. SBA would buy $700,000 in debentures of that company, no matter what the size; if a company was $700,000, SBA could buy $700,000, and if it was $5 million private capital they could still buy $700,000 of debentures. And they were eligible for up to $4 million in loans, operating loans, in addition to this, on the basis of one-half of the combined total of the private capital and the subordinated debentures that were bought.

Thus, as the example illustrates, an SBIC having $3½ million of private capital under the old rules would be eligible for only $2.8 million, $700,000 of debentures, and $2.1 million of operating loans. And now that same SBIC can borrow 2 to 1 on that $3½ million, up to $7 million. And if invested 65 percent or more in what we call venture capital, those with a million dollars or more can get a third dollar. So that that same company that could only borrow $2.8 million under the old legislation, under the new legislation provided by Congress can borrow $9½ million.

The CHAIRMAN. So that today, in the formation of a new SBIC, SBA would invest initially how much, a maximum of how much?

Mr. BROWN. A maximum of $10 million if the company is big enough.

The CHAIRMAN. And how much is the——

Mr. BROWN. Two to one on their ordinary investments and their portfolio. And if they have 65 percent in what we call venture capital, and if they are a million dollars or over, they get a third dollar of leverage. A company of $500,000 or more——

The CHAIRMAN. Do you consider that the great number of SBIC's today are active, sound, and profitable institutions?

Mr. BROWN. Yes, sir; we think so. The ones that we don't feel like are active or sound, we are going to proceed to get out.

The CHAIRMAN. I see that your regulations deal with inactive companies. We want them to be active and helpful. Suppose they haven't made any loans in 6 months, or a year. They have their capital structure there, but they are not busy. They are sort of an adjunct to a bank, or some construction company. What do you do with an inactive company?

Mr. BROWN. We have just received instructions from Congress on this. And we have proceeded to issue regulations on inactivity, where a company must not have above a certain amount of money in cash.

And over a year's period they have to invest so much of their money if they have idle funds. So we are not any more letting SBIC's sit out there, even if they don't owe the Government any money, with idle funds. As SBIC's we are going to make them make loans or get out of the business.

Mr. MORTON. Will the chairman yield?

The CHAIRMAN. I yield, Mr. Morton.

Mr. MORTON. Mr. Brown, do you have a double standard on activity, one for the SBIC that has a high percentage of investment in equity and another for the SBIC that has a low percentage of investment in equity?

Mr. BROWN. No, Congressman; we don't.

Mr. MORTON. If you have 65 percent invested in venture-capita and equity-type investment, how can you be active without trading the equity?

Mr. BROWN. We make allowances for that, Congressman. If an SBIC is fully invested, they are not penalized. It is only when they are sitting there with cash and idle funds that they are penalized.

Mr. MORTON. That is what I wanted you to say.

Thank you, Mr. Chairman.

The CHAIRMAN. Mr. Brown, you referred in your testimony to the advisory board. Will you supply for the record the names of the members of the advisory board, how many, and a little information on them?

Mr. BROWN. I would be happy to do so, Mr. Chairman.

The CHAIRMAN. How many members of the advisory board?

Mr. BROWN. There are 10 members.

The CHAIRMAN. Are there any small businessmen on this advisory board?

Mr. BROWN. Well, we have none that are in small businesses at the present time. But many of them have been small businessmen before they got into the industry, into the business of an SBIC. We have also people in the academic world on the board, and people outside of the SBIC industry. And many of them have been in small business.

The CHAIRMAN. Will you supply the list and their connections for the record?

Mr. BROWN. I will be glad to do so.

(The information referred to follows:)

NATIONAL SMALL BUSINESS INVESTMENT COMPANY ADVISORY COUNCIL

Chairman of the Council, Grogan Lord, President, Texas Capital Corporation, P.O. 139, Georgetown, Texas 78626.

Professor Frank L. Tucker, Harvard Graduate School of Business Administration, Harvard University, Soldiers Field, Boston, Massachusetts 02163.

Mr. Frank G. Chambers, President, Continental Capital Corporation, 255 California Street, San Francisco, California 94111.

Mr. Milton D. Stewart, President, Small Business Investment Company of New York, 64 Wall Street, New York, New York 10022.

Mr. Stanley M. Rubel, S. M. Rubel & Company, 53 W. Jackson Boulevard, Chicago, Illinois 60604.

Mr. Elliott Davis, President, Alliance Business Investment Company, McFarlin Building, 11 East 5th Street, Tulsa, Oklahoma 74103.

Mr. John A. Arndt, President, First American Investment Corporation, 1700 Commerce Drive, N.W., Atlanta, Georgia 30318.

Robert L. Banner, Vice President, Capital Investment, Inc., 238 West Wisconsin Avenue, Milwaukee, Wisconsin 52303.

Mr. John M. Bryan, President, Bryan Capital, Inc., 2205 Russ Building, San Francisco, California 94104.

Mr. Louis L. Allen, President, Chase Manhattan Capital Corp., 1 Chase Manhattan Plaza, New York, New York 10015.

The CHAIRMAN. You mentioned the improvements in regulations, and I marked them here as you testified. First, specific authority for SBIC's to guarantee to institutional lenders debts of small portfolio concerns. Would you elaborate on that?

Mr. BROWN. Well, it isn't one that has been used to any extent at all. But the SBIC's are allowed to guarantee debts of the small business concerns that they loan to, from banks or other lending institutions.

The CHAIRMAN. In other words, if a small business concern has accumulated debts, and the SBIC has previously made some loans or investment in it, SBA can take a second action to guarantee these debts?

Mr. BROWN. It is a guarantee, Mr. Chairman; that is right.

The CHAIRMAN. And give them additional support?

Mr. MOOT. Its primary purpose, Mr. Chairman, is to extend the private sector financing base whereby a small business investment company can say to a bank, "If you will provide funds to this small company in addition to us, we will guarantee that loan from the bank to the small business investment company." In a small way it is the same way that SBA works directly with a small business concern, we will guarantee a bank loan.

The CHAIRMAN. No. 2, the regulations governing control of small business concerns by an SBIC have been tightened. Do you want to elaborate? In what particular? What is control?

Mr. BROWN. Well, any time—and that is a pretty difficult question, Mr. Chairman. Generally we consider 50 percent as control of a small business concern. But in many cases this is not the case, where you have large holdings of a company. But we have been concerned with small business concerns being controlled by SBIC's, because this was not the intent of the program. And we have tightened our regulations where SBIC's, although they still occasionally have to get into control, because of problems of the small business concern, they have to put in more money to keep them alive, they have to now divest within a reasonable period of time, and have to submit to SBA a written statement showing us how they are going to get out of control, and within a reasonable period of time.

The CHAIRMAN. How many control cases have you had including banks or building contractors, and how many have divested themselves of control once they gained control?

Mr. BROWN. You mean bank SBIC's, Mr. Chairman?

The CHAIRMAN. Yes.

Mr. BROWN. I will have to supply that for the record. I don't have it broken down.[1]

The CHAIRMAN. You must know how many cases of control and divestiture you have had.

Mr. MOOT. What we required, Mr. Chairman, as of March 31, most recently, is that all companies with control situations submit plans for the divestiture of such companies, so that we do have statistics. Whether we have them readily available by type of SBIC, I don't know.

The CHAIRMAN. Do you know overall how many such cases in numbers?

[1] See p. 210.

Mr. MOOT. Yes, sir; we do have that information.

Mr. BROWN. We will try to get it for you, Mr. Chairman.

The CHAIRMAN. Mr. Conte?

Mr. CONTE. Will you yield while he is looking for that?

The CHAIRMAN. Yes.

Mr. CONTE. What has been the reaction of the SBIC's in regard to this position of not being able to control the small business concerns?

Mr. BROWN. I think it has been very good, Mr. Congressman. Most of them realize that this program wasn't intended for a SBIC to control those small business concerns, they were supposed to be independent small businesses, and be helped by financing.

And the SBIC industry, I think, has been very appreciative of this. And they feel like as long as we allow, when it is necessary for them to get into control, as long as we allow sufficient time for divestiture, we haven't had too many problems about that.

Mr. CONTE. That is interesting, because you would think the feeling might be the other way around. When you are putting quite a bit of money into a small business which is being mismanaged, you would want to get in there and control that particular business.

Mr. BROWN. But there have been a few SBIC's that have gone out of the program, because the number of controlled companies were so large that they felt it was better to go out of the program and into operating companies, holding companies, than stay in our program.

The CHAIRMAN. You may supply this data for the record.

Can you tell us how many SBI's are controlled by banks?

Mr. BROWN. Yes, we can tell you that: 72 are either wholly or partially controlled by banks out of a total number of SBIC's of 537.

The CHAIRMAN. Do you or the Administrator envision that that was one of the original intents of Congress?

Mr. MOOT. We have felt right along, Mr. Chairman, that Congress expressed the intent for bank participation in this program by placing the limitation. And, of course, this has been the limitation that we have required in our regulations. But within that limitation we have felt right along that if we could get private sector funding we could also do the job without as much Treasury impact, because banks have a greater availability of funding.

The CHAIRMAN. Mr. Administrator, that wasn't exactly my question. We want to get venture capital for small business, and we want to get private capital. And certainly Congress intended that the banks should advance some of the money. But my question was, was it intended that the banks should control it?

Mr. MOOT. I am sorry, I apologize for misunderstanding your question.

The answer is obviously no. And this situation has been corrected.

The CHAIRMAN. Counsel Mitchell has a question.

Mr. MITCHELL. Mr. Administrator, I believe in Public Law 90–104 that it was written into the act that a bank could not own 50 percent or more of the stock.

Mr. MOOT. Forty-nine percent or less, it has to be.

Mr. MITCHELL. And that act was to take effect on January 9, I believe. Could you tell us how many banks applied for licenses in the period of time from when that legislation was passed and the time it went into effect?

Mr. MOOT. Yes, sir. From between October, when the legislation was passed, and January 9, we had bank applications numbering——

Mr. BROWN. Out of the last year we have six bank SBIC's that came into the program.

Mr. MOOT. And there were six licenses granted in that interim period between October and January.

Mr. BROWN. That is right.

Mr. MITCHELL. These six licenses to banks, were they instances where banks controlled or owned the SBIC's?

Mr. MOOT. They were control situations.

Mr. MITCHELL. After the legislation was passed which went into effect January 9, you licensed six banks to have control of small business investment companies?

Mr. MOOT. Yes, Mr. Mitchell. But, lest the record be incomplete here, we did this after discussion with the legislative committees of Congress, because we felt that our legislative position was such that we had no choice but to accept and process applications during this period of time. The legislation was not retroactive, it was a forward date. So we didn't feel as though we had any option in this particular case.

The CHAIRMAN. After the January 9 date, are you then going to proceed with divestiture of control?

Mr. MOOT. No, sir; there is no requirement for divestiture of control of those companies that it did control as of January 9.

The CHAIRMAN. The third reform in regulation is relating to self-dealing. You tighten the conflict-of-interest regulation to prevent possible self-dealings. That situation, I judge, has been substantially improved.

Mr. BROWN. Yes, it has, Mr. Chairman. The number of violations is going down considerably because of our tight regulations.

Incidentally, Mr. Chairman, if I may, I would like to supply it for the record.

The CHAIRMAN. Without objection, it will be received and inserted at this point.

(The information submitted at this point pertains to control situations and is as follows:)

SBIC PROGRAM—CONTROL OF SMALL BUSINESS CONCERNS BY SBIC'S

1. Alleged violations of the control regulation from Aug. 1, 1966, through Apr. 30, 1967:

| | Number of companies examined | Total violations alleged | Alleged violations of control regulations | Percent of total violations |
|---|---|---|---|---|
| a. Aug. 1 to Dec. 31, 1966 | 434 | 1,348 | 72 | 5.3 |
| b. Jan. 1 to Dec. 31, 1967 | 223 | 707 | 25 | 3.6 |
| c. Jan. 1 to Mar. 31, 1968 | 113 | 394 | 15 | 3.8 |
| d. Total | 770 | 2,449 | 112 | 4.6 |

2. Number of actual and violative control situations as of Apr. 30, 1968:

| | |
|---|---|
| a. Total existing violations | 42 |
| b. Number of SBIC's involved | 25 |

3. Number of SBIC's controlled by banks:[1]

| | |
|---|---|
| a. Wholly owned by banks | [2] 20 |
| b. Partially owned by banks | [2] 52 |
| c. New licensees, bank owned (licensed subsequent to September 30, 1967, reporting date) | 6 |
| d. Total | 78 |

[1] The information concerning the number of SBIC's controlled by building contractors is not available. Also, the number of bank controlled SBIC's who have control situations violative of the regulations is not available.

[2] Reporting as of Sept. 30, 1967.

Mr. BROWN. There have been 97 violations of control out of 2,055 reported violations from August 1966 through December 31, 1967. And we are proceeding on these, too—many of them have been corrected, and the others are being divested at the present time.

The CHAIRMAN. And what percentage is that?

Mr. BROWN. You mean of the total number of violations?

The CHAIRMAN. The violations of the companies as compared with those charged.

Mr. BROWN. There were 97 violations. But I don't have the number of companies involved. There are certainly many less, because many of the SBIC's had more than one violation.

The CHAIRMAN. Hasn't this industry had an unusual amount of violations and regulatory problems, and it has had a rather bad side, so that even the stock on the market has dropped? What is the situation with respect to the market value of securities of the SBIC's today?

Mr. BROWN. Well, of course, you are right about the fact that back a couple of years ago the publicly held SBIC's went down tremendously. And during the cleanup period, of course, it continued to stay down. But I think most of the industry now feels that the market has come up greatly in the last 2 years, and they feel that even though that was a tough period to go through, in the long run, it has been healthy for the industry. And we feel like the image——

The CHAIRMAN. How many of the SBIC stocks are sold on the big board today?

Mr. BROWN. None of the big board. There is one on the American Exchange.

The CHAIRMAN. Only one going public?

Mr. MOOT. No. There are 36 public companies, but only one is on either of the boards. And that is on the American Exchange.

The CHAIRMAN. What about the regulations with respect to early warnings to SBA in case of significant capital impairment.

Mr. BROWN. Well, we wanted to make sure that none of these companies got into capital impairment situations before we knew about it. And so we have requirements for the SBIC's when they have information showing that they are reaching a point of capital impairment to give us information to that effect.

First, we go in every year and ask them and bring it up at that time. But we have required them to give us that information when they have reached the 35-percent capitally impaired point. That is just the private capital.

The CHAIRMAN. Mr. Brown, on page 18—and we are rapidly going through a review of your statement—you throw out these questions: What are the respective roles of public SBIC's, bank SBIC's, and closely held or family-type SBIC's, and specialized types?

Do you have other categories in mind?

Mr. BROWN. Well, certainly that comprises most of the total, most of the SBIC's in the program are either closely held——

The CHAIRMAN. They serve the general declared purpose of Congress but in different areas?

Mr. BROWN. That is right, Mr. Chairman.

The CHAIRMAN. Any questions, Mr. Conte?

Mr. CONTE. Do you feel, Mr. Brown, that there are sufficient rules, regulations and controls with regard to self-dealing?

Mr. BROWN. I believe there are at the present time, Mr. Congressman. I think they have been helped in this regard by the new amendments, the new definition of associate that has been put out. And we feel like that at present we have sufficient legislation.

Mr. CONTE. I must agree with the chairman that a lot of good has come out of our hearings in 1966 in this field, for example, the increased cooperation with SBA and the amendments that have been adopted. There was a rather sticky situation during those hearings.

What has been the net loss to SBA of SBIC funds?

Mr. BROWN. Just a few thousand dollars have been actually charged off. Of course, we have reserve losses, as I indicated to you, of about $44½ million. But this doesn't indicate estimated losses, this is just our SBA reserve for possible losses.

Mr. CONTE. You must have a "ball park" figure, though. When the company is in receivership, it is gone, isn't it?

Mr. BROWN. That is right. We have some indication by the companies that are in liquidation, and what has already been recovered from those companies.

Mr. MOOT. This is an area, Mr. Conte, where our experience has been a good recovery. For example, during the fiscal year 1968 there have been 16 cases of completed liquidated and recovery. And we have had 100 percent recovery of the Government dollars in those cases. The overall situation in terms of—we have in liquidation at the present time 75 SBIC's, whose indebtedness to SBA is $29,200,000.

Mr. CONTE. That was about the same figure we had in 1966. It was $20 million, if I remember correctly.

Mr. MOOT. Yes, sir.

With the processing through of these companies—and as Mr. Brown indicated, there are still behind this another 120-some odd companies that have problems. And with the purification, this figure will probably stay that way for a period of time. This doesn't mean that it will stay static, but there will be companies liquidated and new problem companies entering it until we get down to the hard core.

The CHAIRMAN. I think it would be appropriate to place in the record the names of the active SBIC companies and their locations.

Mr. MOOT. We will be happy to.

The CHAIRMAN. I don't think we need to list in the record those that are out of business.

(The information referred to follows:)

Note: This is a list of all small business investment companies whose licenses, issued by SBA, remain outstanding except those companies that are in process of surrendering their licenses or are subject to legal proceedings, which may have the effect of terminating their activity as small business investment companies. This list does not purport to characterize the relative merits as investment companies or otherwise, of these licensees, inclusion on this list may, in no way, be construed as approval of a company's operations or as a recommendation by the Small Business Administration.

## SMALL BUSINESS INVESTMENT COMPANIES, APRIL 1, 1968

### ALABAMA

Alabama Capital, Inc., 409 Leeman Ferry Road, SW., Huntsville, Ala. 35801.

Business Investors, Inc., 2233 Fourth Avenue North, Birmingham, Ala. 35203.

Investment Capital Corp., 57 Adams Avenue, Montgomery, Ala. 36103.

### ALASKA

Alaska-Pacific Capital Corp., Suite 710, 425 G Street, Anchorage, Alaska 99501.

### ARIZONA

First Southwest SBIC, 1611 East Camelback Road, Phoenix, Ariz. 85016.

SB Capital Arizona, Ltd., 19 Guaranty Bank Bldg., Phoenix, Ariz. 85012.

### CALIFORNIA

ABCO Equity Funds, Inc., 9220 Sunset Boulevard, Suite 222, Los Angeles, Calif. 90069.

All State Capital Co., 405 Montgomery Street, San Francisco, Calif. 94104.

AMCO Capital Corp., 703 Market Street, San Francisco, Calif. 94103.

ANA SBIC, Inc., 2122 Market Street, San Francisco, Calif., 94114.

Bankers SBIC, 301 20th Street, Oakland, Calif. 94612.

Bay Area Growth Corp., 311 MacArthur Boulevard, San Leandro, Calif. 94577.

Berkeley Science Capital Corp., 260 California Street, Rm. 1230, San Francisco, Calif. 94111.

Bryan Capital, Inc., 2205 Russ Building, San Francisco, Calif. 94104.

C. S. & W. Investment Co., 5758 Broadway, San Francisco, Calif. 94611.

California Equity Corp., 650 California Street, San Francisco, Calif. 94108.

California Growth Capital, Inc., 1717 North Highland Avenue, Los Angeles, Calif. 90028.

California-Northwest Cap Co., 2210 S Street, Eureka, Calif. 95501.

Cal-West Capital Corp., 260 California Street, San Francisco, Calif. 94111.

Capital City Equity Co., 2509 South Broadway, Santa Ana, Calif. 92701.

City Capital Corporation, 9255 Sunset Blvd., Los Angeles, Calif. 90069.

Columbia Capital Corp., 3700 Whitney Ave., Sacramento, Calif. 95821.

Comstock SBIC, 235 Montgomery Street, San Francisco, Calif. 94104.

### CALIFORNIA—Continued

Continental Capital Corp., 255 California Street, San Francisco, Calif. 94111.

Contra Costa Commerce Corp., 3663–A Mt. Diablo Blvd., Lafayette, Calif. 94549.

Developers Equity Cap Corp., 9348 Santa Monica Blvd., Beverly Hills, Calif. 90210.

Diablo Capital Corp., 114–A Buchanan Circle, Pacheco, Calif. 94553.

Diversified Equities Corp., 625 Market St., Suite 1300, San Francisco, Calif. 94105.

East Bay SBIC, 2905 Telegraph Avenue, Berkeley, Calif. 94705.

East-West Capital Corp., 1942 Shattuck Avenue, Berkeley, Calif. 94704.

Edvestco, Inc., 150 Isabella Avenue, Atherton, Calif. 94025.

Equity Capital Corp., 44 Montgomery Street, San Francisco, Calif. 94108.

First SBIC of California, 215 West Sixth Street, Los Angeles, Calif. 90014.

First SBIC of Los Angeles, 611 North Alvarado Street, Los Angeles, Calif. 90026.

Fresno SBIC, 5300 No. Fresno St., Box 5130, Fresno, Calif. 93726.

Gibraltar Capital Corp., 703 Market Street, Room 1000, San Francisco, Calif. 94103.

Goodwin SBIC, 1200 1st Natl. Bldg., 5th & B St., San Diego, Calif. 92101.

Greater California Cap Corp., 5340 W. 102nd St., Box 45055, Los Angeles, Calif. 90045.

Growth Assistance Co., 2821 Telegraph Avenue, Berkeley, Calif. 94705.

H. & R. Investment Capital Co., 801 American Street, San Carlos, Calif. 94070.

Interstate Capital Corp., 2958 W. Seventh Street, Los Angeles, Calif. 90005.

Judson-Murphy Capital Corp., P. O. Box 4335, Bayshore Sta., Oakland, Calif. 94623.

Krasne Fund for Small Business, 9350 Wilshire Blvd., Suite 416, Beverly Hills, Calif. 90212.

Lyon Capital Corp., 800 Welch Road, Suite 117, Palo Alto, Calif. 94304.

Mapleton Capital Corp., 9107 Wilshire Boulevard, Beverly Hills, Calif. 90211.

Merchants Equity Co., 1024 Jay Street, Sacramento, Calif. 95814.

North Coast Capital Corp., 410 Petaluma Blvd., South Petaluma, Calif. 94952.

Olympic Capital Corp., 9300 Wilshire Blvd., 6th Floor, Beverly Hills, Calif. 90212.

CALIFORNIA—Continued

P. M. Investment Co., 601 California Street, Rm. 603, San Francisco, Calif. 94025.
Professional SBIC, 5979 West Third Street, Los Angeles, Calif. 90036.
Redwood Empire Capital Corp., 1801 Harrison Street, Oakland, Calif. 94612.
Roe Financial Corp., 9885 Charleville Blvd., Los Angeles, Calif. 90212.
Small Business Enterprises, 300 Montgomery Street, San Francisco, Calif. 94104.
Maryland Capital Corp., 116 Montgomery St., Suite 617, San Francisco, Calif. 94805.
North American Capital Corp., 55 River Street, Suite 305, Santa Cruz, Calif. 95060.
Northern California SBIC, 2235 Grant Road, Los Altos, Calif. 94022.
Orange Coast Capital, Inc., 4533 MacArthur Boulevard, Newport Sch, Calif. 92664.
Palm Springs SBIC, 1037 North Palm Canyon Dr., Palm Springs, Calif. 92402.
R. & D. Capital Co., 2700 Merced Street, San Leandro, Calif. 94577.
Regent Investment Corp., P. O. Box 931, Walnut Creek, Calif. 94697.
San Joaquin SBI Corp., P. O. Box 1344, Bakersfield, Calif. 93302.
Small Business Financing, Inc., 3815 Marconi Avenue, Sacramento, Calif. 95321.
Southwestern Capital Corp., 1010 Second Avenue, Suite 2005, San Diego, Calif. 92101.
Space Age SBIC, 1330 Lincoln Ave., Room 309, San Rafael, Calif. 94901.
Sutter Capital Company, 343 El Camino Real, So. San Francisco, Calif. 94080.
Sutter Hill Capital Company, 2600 El Camino Real, Room 500, Palo Alto, Calif. 94306.
Unionamerica Capital Corp., 445 South Figueroa St., Los Angeles, Calif. 90017.
Valley Capital Company, 2975 Huntington Drive, San Marino, Calif. 91108.
Warde Capital Corporation, 3440 Wilshire Blvd., Rm. 1012, Los Angeles, Calif. 90005.
West Coast Capital Company, P.O. Box 388, Auburn, Calif. 95603.
Westamco Investment Company, 7805 Sunset Blvd, Suite 201, Los Angeles, Calif. 90046.
Western Business Assist Corp., 601 California Street, San Francisco, Calif. 94108.
Western Business Funds, Inc., 235 Montgomery St., Rm. 2400, San Francisco, Calif. 94104.

CALIFORNIA—Continued

Western Equity Capital Corp., 9601 Wilshire Blvd., Suite 340, Beverly Hills, Calif. 90210.
Western Urban Redevelo Inv. Corp., 235 Montgomery Street, Rm 1472, San Francisco, Calif. 94104.
Westland Capital Corp., 9465 Wilshire Boulevard, Beverly Hills, Calif. 90212.
Wyle Capital Corporation, 128 Maryland Street, El Segundo, Calif. 90245.

COLORADO

Arrowhead SBIC, 799 Dahlia-Penthouse B, Denver, Colo. 80220.
Central Investment Corp., Central Bank Bldg., Denver, Colo. 80202.
Colorado Capital Corp., 1630 Welton Street, Denver, Colo. 80202.
Colorado Equity Cap. Inv. Corp., 1636 Welton Street, Room 105, Denver, Colo. 80202.
Colorado SBIC, Inc., P.O. Box 5168 T.A., Denver, Colo. 80217.
Petroleum Investment Cap. Corp., 715 Midland Savings Bldg., Denver, Colo. 80202.

CONNECTICUT

All State Venture Capital Corp., 855 Main Street, Bridgeport, Conn. 06603.
Business Ventures, Inc., 111 Pearl Street, Hartford, Conn. 06103.
Chartered Capital Corp., 174 Bridge Street, Groton, Conn. 06343.
Connecticut Capital Corp., 488 Whalley Avenue, New Haven, Conn. 06511.
Conresco Corp., 10 River Street, Stamford, Conn. 06901.
Dewey Investment Corp., 18 Asylum Street, Hartford, Conn. 06103.
Faircon Investors Corp., 1435 Bedford Street, Stamford, Conn. 06905.
First Connecticut SBIC, 177 State Street, Bridgeport, Conn. 06603.
General Inv. Co., of Connecticut, 348 Orange Street, New Haven, Conn. 06511.
Investors Capital Corp., 29 Federal Street, Bridgeport, Conn. 06606.
Manufacturers SBIC of Conn., 1488 Chapel Street, New Haven, Conn. 06511.
Marwit Capital Corp., 1530 Summer Street, Stamford, Conn. 06905.
Nationwide Funding Corp., 685 Parker Street, Manchester, Conn. 06043.
Northern Business Capital Corp., 709 Isaac Street, Norwalk, Conn. 06850.
Nutmeg Capital Corp., 125 Market St., New Haven, Conn. 06510.
SBIC of Connecticut, 1115 Main Street, Bridgeport, Conn. 06603.

DELAWARE

Delaware Investment Co., 200 West 9th Street, Wilmington, Del. 19801.

DISTRICT OF COLUMBIA

Allied Capital Corp., 1625 Eye Street N.W., Washington, D.C. 20006.
American Growth Investment Co., 1346 Conn. Ave. NW., Suite 1028, Washington, D.C. 20036.
Capital Inv. Co. of Washington, 1001 Connecticut Avenue NW., Washington, D.C. 20036.
First Washington Capital Corp., 1707 L Street NW., Washington, D.C. 20036.
General Business Invest. Corp., 821 15th Street NW., Rm. 830, Washington, D.C. 20005.
General Capital Investment Corp., 1100 Conn. Ave. NW., Suite 1010, Washington, D.C. 20036.
Greater Washington Indus. Investment, 1725 K Street NW., Washington, D.C. 20006.

FLORIDA

Arlington-Florida Fund, Inc., 6201 22nd St. North, St. Petersburg, Fla. 33702.
Atlantic Investment Fund, Inc., 150 SE. Third Avenue, Miami, Fla. 33131.
Central Florida Investments, Inc., 125 South Court Avenue, Orlando, Fla. 32001.
First Florida Funding Corp., 110 South Orange Avenue, Sarasota, Fla. 33977.
First Miami SBIC, 420 Lincoln Road, Room 235, Miami Beach, Fla. 33139.
First North Florida SBIC, 107 North Madison Street, Quincy, Fla. 32351.
Gold Coast Capital Corp., 35 NE 17th St. Suite 206, Miami, Fla., 33132.
Gulf States Capital Corp., 3605 North Davis, Pensacola, Fla., 32503.
Lincoln SBIC, 123 NE 79th St., Miami, Fla., 33138.
Market Capital Corp., 1102 N. 28th Street, Tampa, Fla., 33605.
Master Capital Corp., 316 Aragon Avenue, Coral Gables, Fla., 33134.
SB Assist Corp. of Panama City, 711 West Beach Drive, Panama City, Fla., 32401.
Small Business Funds, Inc., 1630 South Myrtle Avenue, Clearwater, Fla., 33516.
Southeast SBIC, Inc., 100 So. Biscayne Blvd., Miami, Fla., 33131.

GEORGIA

Capital Resources Corp., 710 Peachtree St., NE., Atlanta, Ga., 30308.
Citizens & Southern Cap Corp., P.O. Box 4899, Atlanta, Ga., 30303.
Continental Equity Corp., 240 Peachtree Street NW., Atlanta, Ga., 30303.
CSRA Capital Corp., 901 South Finance Bldg., Augusta, Ga., 30902.
Dixie Capital Corp., 2400 First Natl. Bank Bldg., Atlanta, Ga. 30303.
First American Investment Corp., 148 Cain St., Ste. 700, Atlanta, Ga. 30303.
Investors Equity, Inc., 26 Pryor Street NE., Atlanta, Ga. 30303.
Mome Capital Corp., 912 Main Street, Thomson, Ga. 30824.
Peachtree Capital Corp., 230 Houston Street NE., Atlanta, Ga. 30303.
SBI Corp. of Georgia, 22 Marietta Street NW., Atlanta, Ga. 30303.
Southeastern Capital Corp., 215 Piedmont Avenue NE., Atlanta, Ga. 30312.
Transamerica Capital Corp., 1 South Oakwood Drive, Savannah, Ga. 31404.

HAWAII

SBIC of Hawaii, Inc., 1575 South Beretania St., Honolulu, Hawaii 96814.

IDAHO

Industrial Investment Corp., Farmers National Bank Bldg., Buhl, Idaho 83316.

ILLINOIS

Adams Street Capital, Inc., 120 South LaSalle Street, Chicago., Ill. 60603.
Advance Growth Capital Corp., 401 Madison Street, Maywood, Ill. 60153.
Albany Capital Corp., 208 South Lasalle St., Rm. 1703, Chicago, Ill. 60604.
Business Capital Corp., 208 South Lasalle St., Chicago, Ill. 60604.
Capital Opportunities, Inc., 111 No. State St., Box 31, Monticello, Ill. 61656.
Capital Service Corp., 121 East Livingston, Monticello, Ill. 61656.
Central Capital Corp., 4 Madison Street, Oak Park, Ill. 60302.
Chicago Equity Corp., 188 West Randolph Street, Chicago, Ill. 60601.
Enterprise Funds, Inc., 79 West Monroe Street, Chicago, Ill. 60603.
First Capital Corp., of Chicago, 38 South Dearborn Street, Chicago, Ill. 60690.

ILLINOIS—Continued

Geriatrics Capital Corp., 120 Alexander Avenue, Peoria, Ill. 61603.
Illinois Cap Invest. Corp., 135 South Lasalle Street, Chicago, Ill. 60603.
Lasalle Street Capital Corp., 10 South Lasalle Street, Chicago, Ill. 60603.
Mid-North Capital Corp., 38 So. Dearborn St., Suite 1239, Chicago, Ill. 60603.
Republic Capital Corp., 33 North Lasalle Street, Chicago, Ill. 60602.
SB Management Investors, Inc., 1 North Lasalle Street, Chicago, Ill. 60602.
Transportation Capital Corp., 23th Ave. at Roosevelt Blvd., Chicago, Ill. 60153.

INDIANA

American Fidelity Corp., P.O. Box 217, Bristol, Ind. 46507.
Central States Small Bus Corp., 915 South Clinton Street, Fort Wayne, Ind. 46802.
Evansville SBI Corp., 416 Main Street, Evansville, Ind. 47708.
Great Lakes SBI Corp., Box 285, Tipton, Ind. 46072.
Incentive Capital Corp., 569 Broadway, Gary, Ind. 46402.
Industrial Growth Capital Corp., Merchants Bank Bldg., Indianapolis, Ind. 46204.
Merchants Capital Corp., 1515 North Senate Avenue, Indianapolis, Ind. 46202.
SBI Corp. of Indiana, 5 East Market Street, Indianapolis, Ind. 46204.

IOWA

Hawkeye Venture Capital Corp., 505 5th Street, Suite 515, Sioux City, Iowa 51101.
Iowa Growth Investment Co., 128 First Avenue Northeast, Cedar Rapids, Iowa 52401.
Iowa-Nebraska SBI Corp., 116 Colbaugh Street, Red Oak, Iowa 51566

KANSAS

Kansas Investment Corp., 300 West Douglas, Wichita, Kans. 67202.
Midland Business Inv. Corp., 122 West Myrtle St., Independence, Kans. 67301.

LOUISIANA

Business Loan & Investment Corp., 225 Barrone Street, Suite 1720, New Orleans, La. 70112.
Delta Capital Corp., 550 Pontchartrain Dr., Slidell, La. 70458.
First SBIC of Lafourche, Inc., 1614 South Bayou Drive, Golden Meadow, La. 70357.

LOUISIANA—Continued

First SBIC of Louisiana, Inc., 637 Common Street, New Orleans, La. 70130.
L. P. Sas Capital Inc., P.O. Box 939, Covington, La. 70433.
Mid-South Capital Corp., 312 Polk Street, Mansfield, La. 71652.
Royal Street Investment Corp., 520 Royal Street, New Orleans, La. 70130.
Southern SBIC, Inc., 8137 Oleander Street, New Orleans, La. 70116.

MARYLAND

Aviation Growth Investments, 7979 Old Georgetown Road, Bethesda, Md. 20014.
Charles SBI Corp., 101 Light Street, Baltimore, Md. 21202.
Electronics Systems Inv. Corp., 4321 Hartwick Road, College Park, Md. 20740.
Inter-State Business Inv. Co., 233 Equitable Building, Baltimore, Md. 21202.

MASSACHUSETTS

Anderson New England Cap Corp., 150 Causeway, Boston, Mass. 02114.
Arrow Investment Corp., 1051 Beacon Street, Brookline, Mass. 02146.
Atlas Capital Corp., 315 James Avenue, Room 338, Boston, Mass. 02116.
Beacon Capital Corp., 587 Beacon Street, Boston, Mass. 02215.
Boston Capital Corp., 535 Boylston Street, Boston, Mass. 02116.
Business Assistance Corp., 199 Alewife Brook Parkway, Cambridge, Mass. 02138.
Business Achievement Corp., 1 Court Street, Boston, Mass. 02108.
Cambridge Science Advance Corp., 85 Devonshire St., Boston, Mass. 02109.
Chestnut Hill Capital Corp., 1 Brewster Terrace, Brookline, Mass. 02146.
Congress Capital Corp., 294 Washington St., Suite 711, Boston, Mass. 02108.
Eastern Seaboard Invest. Corp., 73 State Street, Suite 208, Springfield, Mass. 01103.
Finan Tech Asst. Corp., 60 Hickory Drive, Waltham, Mass. 02154.
Financial Investors of Boston, 185 Devonshire Street, Boston, Mass. 02108.
First SBI Corp. of New England, One Federal Street, Boston, Mass. 02110.
Hancock Capital Corp., 1455 Commonwealth Avenue, Brighton, Mass. 02135.
Massachusetts Capital Corp., 225 Franklin Street, Boston, Mass. 02110.
Massachusetts SBIC, 75 Federal Street, Boston, Mass. 02110.

MASSACHUSETTS—Continued

Massapoag Investment Corp., 1330 Beacon Street, Brookline, Mass. 02146.
Mutual SBI Corp., 31 St. James Avenue, Room 357, Boston, Mass. 02116.
New England Enterprise Cap Corp., 28 State Street, Boston, Mass. 02109.
New England Capital Corp., One Court Street, Boston, Mass. 02118.
Pilgrim Capital Corp., 10 Pleasant Street, Brookline, Mass. 02146.
Seventeen Investment Corp., 207 Belmont St., Belmont, Mass. 02178.
Weston Electronics Inv. Corp., Prudential Center, Suite 2240, Boston, Mass. 02199.
Worcester Capital Corp., 446 Main Street, Worcester, Mass. 01608.
Yankee Capital Corp., 77 Franklin Street, Boston, Mass. 02110.

MICHIGAN

Creative Capital of Michigan, 770 South Adams Road, Birmingham, Mich. 48011.
Michigan Capital & Service, Inc., 410 Wolverine Bldg., Ann Arbor, Mich. 48108.
Midwest SBIC, 1921 First National Building, Detroit, Mich. 48226.

MINNESOTA

Bonzer Investment Co., 8212 Highway No. 7, Minneapolis, Minn. 55426.
First Heartland Investment Co., 209 Third Avenue NW., Austin, Minn. 55912.
First Midwest Capital Corp., 110 South Seventh Street, Minneapolis, Minn. 55402.
Minnesota SBIC, 2338 Central Avenue NE., Minneapolis, Minn. 55418.
Northland Capital Corp., 402 West First Street, Duluth, Minn. 55802.
Northwest Growth Fund, Inc., 1384 Northwestern Bank Bldg., Minneapolis, Minn. 55402.
Retailers Growth Fund, Inc., 15 North Eighth Street, Minneapolis, Minn. 55403.

MISSISSIPPI

Southern Investment Corp., 815 23rd Ave. Southern Bldg., Meridian, Miss. 39301.
Sunflower Investment Corp., Int. of U.S. Highway 49W, Indianola, Miss. 38751.
Vicksburg SBIC, 302 First National Bank Bldg., Vicksburg, Miss. 39180.

MISSOURI

Atlas SBI Corp., 1808 Main Street, Kansas City, Mo. 64100.
Capital for Business, Inc., 922 Walnut Street, Room 318, Kansas City, Mo. 64141.

MONTANA

Capital Investors of Montana, Capitol Bldg., Suite C, Missoula, Mont. 59801.
Intermountain Capital, Inc., 4 North Broadway, P.O. Box 1572, Billings, Mont. 59101.
Small Business Improvement Co., 711 Central Ave., P.O. Box 1175, Billings, Mont. 59103.

NEBRASKA

Nebraska Capital Corp., 1309 L Street, Lincoln, Nebr. 68508.
Omaha Industrial Capital, Inc., 806 Farnam St., Omaha, Nebr. 68102.

NEW HAMPSHIRE

Sci-Tronics Fund, Inc., 6 Manchester Street, Nashua, N.H. 03060.

NEW JERSEY

Brunswick Capital Corp., 1811 Liberty Avenue, Hillside, N.J. 07205.
Capital SBIC, Broadstreet Bank Bldg., Trenton, N.J. 08618.
Developers SBI Corp., 121 Cedar Lane, Teaneck, N.J. 07664.
Eastern States SBI Corp., No. 1 Kinderkarmack Road, Hackensack, N.J. 07681.
Engle Investment Co., 241 Main Street, Hackensack, N.J. 07601.
First SBI Corp. of New Jersey, 880 Broad St., 18th Floor, Newark, N.J. 07102.
Garden State SBIC, 385 North Field Ave., W. Orange, N.J. 07052.
Growth Ventures, Inc., 840 North Wood Avenue, Linden, N.J. 07036.
Main Capital Investment Corp., 813 Main Street, Hackensack, N.J. 07601.
Monmouth Capital Corp., 1st State Bk. Bldg., P.O. Box 480, Toms River, N.J. 08753.
Polytechnic Capital Corp., 17 Academy Street, Newark, N.J. 07102.

NEW MEXICO

Cable Capital, Corp., 1414 South Sclano Drive, Las Cruces, N. Mex. 88001.
New Mexico Capital Corp., 1420 Carlisle N.E., Albuquerque, N. Mex. 87110.
Roswell SBIC, 126 East 4th Street, Roswell, N. Mex. 88201.

NEW YORK

15 Broad Street Resources Corp., 15 Broad Street, New York, N.Y. 10005.
Capital for Technology Corp., 299 Park Ave., Rm. 3701, New York, N.Y. 10017.
Avionics Investing Corp., 375 Park Avenue, New York, N.Y. 10022.
Basic Capital Corp., 180 Madison Avenue, New York, N.Y. 10016.
Beneficial Capital Corp., 10 East 40th Street, New York, N.Y. 10017.
Bonan Equity Corp., 122 East 42nd Street, New York, N.Y. 10017.
Broadway Capital Corp., 80 Pine Street New York, N.Y. 10005.
Buffalo SBI Corp., 120 Delaware Avenue, Buffalo, N.Y. 14202.
Canaveral Capital Corp., 301 Third Avenue, Brooklyn, N.Y. 11215.
Capital for Future, Inc., 635 Madison Avenue, New York, N.Y. 10022.
Central New York SBIC, 738 Erie Boulevard East, Syracuse, N.Y. 13204.
Chase Manhattan Capital Corp., 1 Chase Manhattan Plaza, New York, N.Y. 10015.
CMNY Capital Co., Inc., 20 Broad Street, New York, N.Y. 10005.
Coleman Capital Corp., 56 Cushman Road (Leon Baker), Scarsdale, N.Y. 10585.
Communications Fund, Inc., 1271 Avenue of the Americas, New York, N.Y. 10020.
Consolidated Capital Corp., 303 West 42nd Street, New York, N.Y. 10036.
Country Capital Corp., 60 Broadhollow Road, Melville, N.Y. 11749.
Criterion Capital Corp., 10 Fiske Place, Mount Vernon, N.Y. 10550.
Diversified Realty Funding Corp., 515 Madison Avenue, Room 2904, New York, N.Y. 10022.
Empire SBI Corp., 116 East 16th Street, New York, N.Y. 10003.
Equi Tronics Capital Corp., 1441 Broadway, New York, N.Y. 10018.
Equitable Capital Corp., 30 West 42nd Street, New York, N.Y. 10017.
Equitable SBI Corp., 350 Fifth Avenue, New York, N.Y. 10001.
Excelsior Capital Corp., 115 Broadway, New York, N.Y. 10006.
Fairfield Equity Corp., 295 Madison Avenue, New York, N.Y. 10017.
First Caribbean Mainland Cap Co., 320 Park Avenue, New York, N.Y. 10022.
First City SBI Corp., 60–10 Roosevelt Avenue, Woodside, N.Y. 11377.
First of Orange County Corp., 178 Grand Street, Newburgh, N.Y. 12550.

NEW YORK—Continued

First Realty Cap Funds Corp., 770 Lexington Avenue, New York, N.Y. 10021.
First Westchester Corp., 491 Main Street, New Rochelle, N.Y. 10801.
FNCB Capital Corp., 399 Park Avenue, New York, N.Y. 10022.
Franklin Corp., 3 West 57th Street, New York, N.Y. 10019.
Globe Capital Corp., 221 West 57th Street, New York, N.Y. 10019.
Great Eastern SBI Corp., 230 Park Avenue, New York, N.Y. 10017.
Hamilton Capital Fund, 660 Madison Avenue, New York, N.Y. 10021.
Hanover Capital Corp., 522 Fifth Avenue, New York, N.Y. 10036.
Intercoastal Capital Corp., 18 E 48th St., New York, N.Y. 10017.
Investor Enterprises, Inc., 295 Madison Avenue, New York, N.Y. 10017.
Juster Capital Corp., 654 Madison Avenue, New York, N.Y. 10071.
Kent Capital Corp., 11 W. 42nd St., Rm. 533, New York, N.Y. 10018.
Lake Success Capital Corp., 5000 Brush Hollow Road, Westbury, N.Y. 11590.
M. & T. Capital Corp., One M. & T. Plaza, Buffalo, N.Y. 14240.
Maiden Lane Capital Corp., 1 Liberty Street, New York, N.Y. 10038.
Mid-Atlantic Fund, Inc., 7 East 44th Street, New York, N.Y. 10017.
Midland Capital Corp., 110 William Street, New York, N.Y. 10038.
Multi-Purpose Capital Corp., 31 South Broadway, Yonkers, N.Y. 10701.
New Amsterdam Capital Corp., 535 5th Avenue, New York, N.Y. 10017.
New York Bus. Assist. Corp., 51 East 42nd Street, New York, N.Y. 10017.
New York Enterprise Cap Corp., 500 Old Country Rd., Garden City, N.Y. 11530.
North American Corp., 51 E. 42nd St., New York, N.Y. 10017.
Omni Investing Corp., 60 Broad Hollow Road, Melville, N.Y. 11749.
Pioneer Venture Corp., 22 East 40th Street, New York, N.Y. 10016.
Preferred Cap for Small Business, 335 Broadway, New York, N.Y. 10013.
Printers Capital Corp., 1 Broadway, New York, N.Y. 10004.
Progress Capital, Inc., 47–49 Chenango Street, Binghamton, N.Y. 13901.
R. & R. financial corp., 1451 Broadway, New York, N.Y. 10036
Real Estate Capital Corp., 111 West 40th Street, New York, N.Y. 10018.
Realty Growth Capital Corp., 264 West 40th Street, New York, N.Y. 10018.
Royal Business Funds Corp., 60 East 42d Street, Suite 4205, New York, N.Y. 10017.

SB Electronics Investment Corp., 1350 Broadway, New York, N.Y. 10018.
SBIC of New York, Inc., 64 Wall Street, New York, N.Y. 10005.
Securus Corp. of America, 32 East 57th Street, New York, N.Y. 10022.
Small Business Assistance Corp., 335 Broadway, New York, N.Y. 10013.
Southern Tier Capital Corp., 114 Highland Avenue, Woodridge, N.Y. 12789.
Stuyvesant Capital Corp., 118 21 Queens Boulevard, Forest Hills, N.Y. 11375.
Summit Capital Corp., 5 Hanover Square, New York, N.Y. 10004.
Talco Capital Corp., 405 Lexington Avenue, New York, N.Y. 10017.
Tappan ZEB SBI Corp., 120 North Main Street, New City, N.Y. 10956.
Transcapital Corp., 866 Third Avenue, New York, N.Y. 10022.
Transcontinental SBIC, 201 East 2d Street, New York, N.Y. 10017.
Union SBIC, 261 Fifth Avenue, Room 2102, New York, N.Y. 10001.
Universal SBIC, Inc., 55 West 42d Street, New York, N.Y. 10036.
Woodhock Business Capital Corp., 100 Park Avenue, New York, N.Y. 10017.

NORTH CAROLINA

Cameron Brown Capital Corp., 900 Wade Avenue, Raleigh, N.C. 27605.
Catawba Capital Corp., Post Office Box 3121, Charlotte, N.C. 28203.
Eastern Capital Corp., 306 Oak Avenue, Spruce Pine, N.C. 28777.
First Carolina Capital Corp., 4th and Tryon Streets, Charlotte, N.C. 28202.
Hanover SBIC, 411 South College, Post Office Box 747, Charlotte, N.C. 28201.
Northwestern Capital Corp., 924 B Street, North Wilkesboro, N.C. 28659.

OHIO

Capital Funds Corp., 127 Public Square, Cleveland, Ohio 44114.
Capitol Investors, Inc., 8 East Long Street, Columbus, Ohio 43215.
Cleveland Capital, Inc., 75 Public Square, Room 1000, Cleveland, Ohio 44113.
Columbus Capital Corp., 100 East Broad Street, 3rd Floor, Columbus, Ohio 43215.
Corporate Resources, Inc., 629 Euclid Avenue, Room 200, Cleveland, Ohio 44114.
Dycap, Inc., 42 East Gay Street, Columbus, Ohio 43215.
Gries Investment Co., 1236 National City Bank Building, Cleveland, Ohio 44114.

OHIO—Continued

Karr Investment Corp., 923 East Broad Street, Columbus, Ohio 43205.
Ohio Valley Capital Corp., 18 East Fourth Street, Cincinnati, Ohio 45202.
Realty & Industrial Capital Corp., 1621 Euclid Avenue, Cleveland, Ohio 44115.
Union Commerce Capital, Inc., Union Commerce Bank Building, Room 111, Cleveland, Ohio 44101.

OKLAHOMA

Alliance Business Investment Co., 11 East Fifth Street, Room 510, Tulsa, Okla. 74103.
Bartlesville Investment Corp., 108 West Frank Phillips Boulevard, Bartlesville, Okla. 74003.
Capital, Inc., 1919 Penn Square, Oklahoma City, Okla. 73118.
First American Capital Corp., 2611 Liberty Bank Building, Oklahoma City, Okla. 73102.
First Growth Capital Corp., 18 North Harvey, Suite 603, Oklahoma City, Okla. 73102.
First Industries Capital Corp., 16 South Penn Avenue, Oklahoma City, Okla. 73102.
Founders Capital Corp., United Founders Tower, Oklahoma City, Okla. 73112.
Henderson Funding Corp., 2410 Plaza Prom-Sheperd Mall, Oklahoma City, Okla. 73117.
Morris Capital Corp., 10950 North May Avenue, Oklahoma City, Okla. 73120.
Oklahoma Small Business Investment, 4415 North Western Avenue, Oklahoma City, Okla. 73107.
Sooner Capital Corp., 302 Railroad Avenue, Enid, Okla. 73701.
Superior Business Assistance Corp., 2209 First National Bank Building, Oklahoma City, Okla. 73102.

OREGON

Continental Investment Corp., 811 Southwest Sixth Avenue, Portland, Oreg. 97204.
Northern Pacific Capital Corp., 2300 Southwest First Avenue, Portland, Oreg. 97201.
Oregon SBIC, 661 High Street NE., Salem, Oreg., 97301.
Preferred Growth Capital, Inc., 2035 Southwest 58th Avenue, Portland, Oreg. 97221.
San Francisco-Pacific Fund, The, 1220 Northeast 17th Street, Box 12105, Portland, Oreg. 97205.
United Supermarket Investment Co., 6433 Southeast Lake Road, Post Office, Box 5807, Portland, Oreg. 97222.

PENNSYLVANIA

Adelphia Capital Investment Corp., 1518 Walnut Street, Philadelphia, Pa. 19103.
American Commercial Finance Corp., 1518 Walnut Street, Philadelphia, Pa. 19102.
Delaware Valley SBIC, Wolf Building, Market Square, Chester, Pa. 19013.
Executive Investors, Inc., 121 South Broad Street, Room 610, Philadelphia, Pa. 19107.
Fidelity America SBIC, 106 South 16th Street, Philadelphia, Pa. 19102.
First Pittsburgh SBIC, 1220 Frick Building, Pittsburgh, Pa. 15219.
Frankford Grocery SBIC, Inc., G Street and Erie Avenue, Philadelphia, Pa. 19124.
Funds for Business Growth, Inc., 1609 East Wadsworth Avenue, Philadelphia, Pa. 19150.
Great Eastern Capital Corp., 3 Pennsylvania Center Plaza, Philadelphia, Pa. 19102.
Greater Pittsburgh Capital Corp., 952 Union Trust Building, Pittsburgh, Pa. 15219.
Penn Capital Growth Corp., Girard Trust Building, Suite 1104, Philadelphia, Pa. 19102.
Penn Growth Investment Corp., Room 454, 2 Gateway Center, Pittsburgh, Pa. 15222.
Quaker City Investment Corp., 1912 Walnut Street, Philadelphia, Pa. 19107.
Recreation Capital, Inc., 117 South 17th Street, Philadelphia, Pa. 19103.
SBIC of Pennsylvania, The, 1815 Walnut Street, Philadelphia, Pa. 19107.
SBIC of the Eastern States, Inc., 251 Indian Creek Road, Philadelphia, Pa. 19151.
Sharon SBIC, 385 Shenango Avenue, Sharon, Pa. 16146.
Star Capital Corp., 1900 Two Penn Center Plaza, Philadelphia, Pa. 19102.
Sun Capital Corp., R.F.D. No. 1, Imperial, Pa. 15126.
UAG Investment Corp., Post Office Box 67, Robesonia, Pa. 19551.
Universal Investment Co., 18th and Chestnut Streets, 12th Floor, Philadelphia, Pa. 19102.

PUERTO RICO

Popular Investment Co., Banco Popular Center Building, Hato Rey, P.R. 00909.

RHODE ISLAND

Industrial Capital Corp., 111 Westminister, Providence, R.I. 02903.
Narragansett Capital Corp., 10 Dorrance Street, Providence, R.I. 02903.
Northeast Capital Corp., 111 Wayland Avenue, Providence, R.I. 02906.

SOUTH CAROLINA

Charleston Capital Corp., 19 Broad Street, Charleston, S.C. 29401.
Falcon Capital Corp., 89 Broad Street, Charleston, S.C. 29405.
Floco Investment Co, The, Lake City, S.C. 29560.
Lowcountry Investment Corp., Post Office Box 10447, Rivers Annex, Charleston Heights, S.C. 29411.
Merchants Investment Corp., Post Office Box 10401, Rivers Annex, Charleston, S.C. 29411.

SOUTH DAKOTA

Berkshire Capital, Inc., 405 8th Avenue, Aberdeen, S.C. 57401.

TENNESSEE

Financial Resources, Inc., 1909 Sterick Building, Memphis, Tenn. 38103.
The Thirds SBIC, Third National Bank Building, Room 928, Nashville, Tenn. 37219.

TEXAS

Admiral Investment Co., Inc., 1302 Rusk Avenue Guaranty Building, Houston, Tex. 77002.
Alliance Capital Corp., 1319 Summit Avenue, Fort Worth, Tex. 76102.
Capital Southwest Corp., 750 Hartford Building, Dallas, Tex. 75201.
Central Texas SBI Corp., 514 Austin Avenue, Post Office Box 829, Waco, Tex. 76701.
First Business Investment Corp., 2515 Irving Boulevard, Dallas, Tex. 75207.
First Capital Copr., 1809 Columbus Avenue, Waco, Tex. 76702.
First Dallas Capital Corp., 1401 Elm Street, Dallas, Tex. 75202.
First Texas Investment Co., 120 Jefferson Street Post Office Box 341, Sulphur Springs, Tex. 75482.
First United Capital Corp., 2200 South Post Oak, Suite 612, Houston, Tex. 77027.
First West Texas Capital Corp., 305 First National Bank Building, Odessa, Tex. 79761.
Fort Worth Capital Corp., 1200 West Freeway, Fort Worth, Tex. 76102.
Foster Capital Corp., 6209 Alameda Avenue, El Paso, Tex. 79905.
Lone Star Capital Corp., 408 West Kingsmill, Suite 369 A, Pampa, Tex. 79105.
M. E. Moore Investment Co., Inc., 1500, Jackson Street, Fourth Floor, Dallas, Tex. 75201.
Midcontinent Petroleum Funds, 900 Military Drive NE., San Antonio, Tex. 78209.
Mid-Tex Capital Corp., 104 North Avenue East, Clifton, Tex. 76634.

TEXAS—Continued

Northwestern Investment Co., 1919 Record Crossing Road, Dallas, Tex. 75235.
Providence SBIC 103 B Vaughn Building, Amarillo, Tex. 79101.
Republic SBIC, Republic National Bank Building, Dallas, Tex. 75201.
Rice Investment Co., 3200 Produce Row, Houston, Tex. 77023.
San Antonio Capital Corp., 1502 Panam Expressway North, San Antonio, Tex. 78208.
SBIC of Houston, The, 640 West Building, Houston, Tex. 77002.
So-Tex Investment Corp., 103 North Aransas Street, Post Office Box 771, Alice, Tex. 78332.
South Texas SBIC, 204 North Brownson, Post Office Box 1638, Victoria, Tex. 77901.
Southern Business Investment Corp., Post Office Drawer 6729, Corpus Christi, Tex. 78411.
Tarrant Capital Corp., 800 Main Street, Fort Worth, Tex. 76102.
Techno-Growth Capital Corp., 1500 West Mockingbird Lane, Dallas, Tex. 75235.
Texas Capital Corp., 104 East Eighth Street, Georgetown, Tex. 78626.
Texas Equity Corp., 215 Cotton Exchange Building, Post Office Box 1704, Dallas, Tex. 75201.
Trammell Crow Investment Co., 2720 Stemmons Freeway, Dallas, Tex. 75207.
Trinity Capital Funds, Inc., 2133 McKinney Avenue, Suite 108, Dallas, Tex. 75201.
United Business Capital, Inc., 1102 South Broadway, La Porte, Tex. 77571.
West Central Capital Corp., Post Office Box 412, Dumas, Tex. 79029.
Western Capital Corp., 2123 First National Bank Tower, Dallas, Tex. 75202.

UTAH

Utah Capital Corp., 2510 South State Street, Salt Lake City, Utah 84115.

VIRGINIA

American SBIC, 1704 North Rhodes Street, Arlington, Va. 22201.
Bayside Capital Corp., 706 One Main Plaza East, Norfolk, Va. 23510.
Capitol Area Investors, Inc., 3701 Chain Bridge Road, Fairfax, Va. 22030.

VIRGINIA—Continued

Chesapeake Capital Corp., 120 North Asaph Street, Alexandria, Va. 22314.
Investment Funds, Inc., Post Office Box 12300, Norfolk, Va., 23452
Old Dominion Capital Corp., 3333 Virginia Beach Boulevard, Virginia Beach, Va. 23452.
REBA Investment Co., 102 West Olney Road, Allard Building, Norfolk, Va., 23510.
SBI Corp. of Norfolk, 1216 Granby Street, Norfolk, Va. 23510.
Security SBIC, 1400 North Umle Street, Arlington, Va. 22201.
Tidewater SBI Corp., 746 Granby Street, Post Office Box 479, Norfolk, Va. 23510.
Tidewater Industrial Capital Corp., 207 Cranby Street, Norfolk, Va. 23510
Virginia Capital Corp., 907 State Planters Bank Building, Richmond, Va. 23219.

WASHINGTON

Northeast Business Investment Corp., 929 West Sprague Avenue, Spokane, Wash. 99204.
Pacific SBIC, 1608, Norton Building, Seattle, Wash. 98104.
SBIC of America, 2013 Fourth Avenue, Seattle, Wash, 98121.
Traders Investment Corp., 500 Wall Street, Suite 402, Seattle, Wash. 98121.
Trans-America Equity, Inc., 1021 West Lake North, Seattle, Wash. 98109.
Washington Capital Corp., 106 North Second Avenue, Post Office, Box 1517, Walla Walla, Wash. 99362.

WISCONSIN

Capital Investments, Inc., 238 West Wisconsin Avenue, Milwaukee, Wis. 53203.
Commerce Capital Corp., 6001 North 91st Street, Milwaukee, Wis. 53225.
First Wisconsin Investment Corp., 735 North Water Street, Milwaukee, Wis. 53202.
Northern States Capital Corp., 330 East Wilson Street, Madison, Wis. 53703.
Northwest Capital Corp., 225 East Mason Street, Milwaukee, Wis. 53202.
Thorp SBI Corp., Thorp Office Building, Thorp, Wis. 54771.
Wisconsin Capital Corp., 840 North Third Street, Milwaukee, Wis. 53233.

Mr. CONTE. How many cases are pending at the Justice Department?

Could you also give us a statement for the record as to the length of time that these cases have been pending? These are criminal cases. Is that correct?

Mr. BROWN. Yes, Congressman. Fifty-eight civil cases are pending right now at the Department of Justice. And we have submitted as exhibit No. 5 the aging of these cases.

By the way, there is a correction or two that has to be made, and a corrected copy has to be submitted.

The CHAIRMAN. Elaborate on the table, Mr. Brown, for the committee.

Mr. BROWN. These show the months that these cases have been at the Department of Justice, and the civil cases that have been transmitted over there from August 1, 1966, which was just after the hearings held by this committee, to April 30 of this year.

It shows a total of 65 cases that have been there less than 6 months; 39 cases have been with the Department of Justice from 6 to 12 months; 17 have been with it for a period of 12 to 18 months, and five from 18 to 24 months, for a total of 126 of completed and incomplete cases transmitted between August 1, 1966, and August 30, 1968.

Mr. CONTE. Criminal cases went down.

Prosecution declined 10. Can you elaborate on that?

Mr BROWN. These are cases that the Department of Justice has returned to SBA with the notation that there is not sufficient evidence to prosecute the licensee under the criminal violations. And 10 are pending over there in the criminal, and 58 are pending in the Civil Division of the Department of Justice.

Mr. CONTE. How long have those 10 been pending?

Mr. BROWN. I am not sure that we have a break-out on these 10, but we can certainly supply it for you, Congressman.

Mr. CONTE. Why don't you do that?

(The information referred to follows:)

CRIMINAL REFERENCES PENDING AS OF APR. 30, 1968

| Name | Date reference made to Justice | Length of time at Justice (months) |
|---|---|---|
| 1. Sunset Capital Corp. | Nov 3, 1967 | 5 |
| 2. Summit Capital Corp. | Apr. 29, 1968 [1] | 0 |
| 3. Sterling Fund, Ltd. | Apr. 27, 1967 | 12 |
| 4. Pep Capital, Inc. | Jan. 24, 1968 | 3 |
| 5. Northwest Science Investment Corp. | Jan. 17, 1968 | 3 |
| 6. Medical Capital Corp. | May 8, 1967 | 11 |
| 7. Hydrocarbon Capital Corp. | Aug. 4, 1967 | 8 |
| 8. Hawkeye Venture Capital Corp. | Apr. 1, 1968 | 0 |
| 9. Diversified Capital Funding Corp., and Citizens Funding Corp. of Texas [2] | June 20, 1967 | 10 |
| 10. First SBIC of Tampa, Inc.[3] | Sept. 22, 1967 [3] | 7 |

[1] Criminal reference declined on May 14, 1968.
[2] 2 licensees are involved in the single criminal reference. An indictment was returned on Mar. 21, 1968.
[3] The criminal reference in this case was erroneously omitted from the information previously furnished. There are 10 pending criminal references at the Department of Justice. An indictment was returned in First SBIC of Tampa, Inc., on Feb. 20, 1968.

Mr. CONTE. Mr. Brown, there is pending at the present time before the SEC an application requesting an exemption for all SBIC's from most of the SEC regulations. This is based on the opinion of many SBIC's that the present regulations by SEC and SBA are too cumber-

some. Do you believe that a compromise can be worked out so that public investors in SBIC's will still continue to have the protection provided for them by our security laws?

Mr. BROWN. We have been working, Congressman, with the Securities and Exchange Commission and the industry for some time to try to eliminate as best we can the dual regulation of the industry. We are in sympathy with the industry on this point. And we would like to see the number of things where they have to go to both SEC and SBA cut down to the very minimum. There are some problems involved. SEC is primarily a stockholder protection agency, while our primary mission is to protect small business. And we have had several meetings, both with SEC alone and with the industry and SEC, and we are going to have more. And we feel like we are making progress. We are going to do our best to try to cut down the number of areas where the public SBIC's have to make dual reports when it is not necessary, and in other areas where perhaps one of the two agencies can do the whole job, and they don't have to go to both of them.

Mr. CONTE. I imagine that you agree with me, though, that the public investor should be protected as he is at the present time under SEC rules, whether they be SBA rules or not.

Mr. BROWN. He certainly has to be, Congressman.

Mr. CONTE. When will you come up with a final decision?

Mr. BROWN. I am not sure about that. We just had a meeting with the SEC and the SBIC industry about a week ago, and we have got another one scheduled to come up very soon. We hope to do it as quickly as possible.

Mr. CONTE. I have no further questions, Mr. Chairman.

The CHAIRMAN. Congressman Morton.

Mr. MORTON. Thank you, Mr. Chairman.

Mr. Brown, in the early warning system you touch on, precisely what is the system you use to give you the early information that something is wrong with the transaction?

Mr. BROWN. Congressman, generally we consider that an SBIC is capital impaired when it has lost 50 percent of its private capital. Now, this is not Government money; they have to lose their private money before Government money is lost. But we consider it capitally impaired when 50 percent of its private capital is in jeopardy. And formerly, before this, we would just wait until we were able to pick it up on an examination report or in some other manner. And sometimes the first time we would know about it, it would be 55 or 60 percent capitally impaired. We have now got this regulation where the SBIC, if it knows about this, must report at the earliest possible moment, when it reaches a certain point of capital impairment, a certain part of its private capital is impaired. And then when it does tell us about this we try to do what we can to prevent that company from going down the drain creditwise.

Mr. MORTON. Do you have any guidelines on which SBIC's can base a judgment of impairment?

Mr. BROWN. Yes, sir. In other words, they understand it just means the amount of money in jeopardy of their private capital, and I think it is a fairly simple test.

Mr. MORTON. Do you have any centralized data processing system which could be used to monitor SBIC investments?

Mr. MOOT. We have a reporting system, Congressman Morton, which is imperfect at the moment and incomplete in coverage. We are feeding the data into our computer here in Washington, and alining the data, and relating the data to get maximum use for both us and the industry. And some of the data that we will be supplying for the record is a result of this computer data processing. But we are still a long way away from the complete data collection and data monitoring system for the industry.

Mr. MORTON. Are you anxious to employ a complete computer data processing system which will monitor the investments?

Mr. MOOT. We are very anxious to. We think it is part of our responsibility. And I have explained this to the industry, that the only way that we can come up to Congress and justify the industry is to be able to explain exactly what is happening as a result of the industry's investment in the small business community. I consider this as one of our primary responsibilities, and have so indicated to the industry.

Mr. MORTON. I believe that, too, because I think the chairman's question as to what the impact really is was answered as a matter of your judgment, and not as an analysis of criteria. Isn't that correct?

Mr. MOOT. I want the Small Business Administration to be able to fully justify this industry and/or recommend modifications in the legislation concerning the industry, based on data collected from the investments made by the small business investment company industry.

Mr. CONTE. Will you yield there?

Mr. MORTON. Certainly.

Mr. CONTE. Do you have any data processing equipment in your shop now?

Mr. MOOT. We have a computer here in Washington, just the one.

Mr. CONTE. Would that be sufficient to handle this?

Mr. MOOT. What we do each year is to project our requirement—we are losing equipment—project our requirements for the next 2 years so that we can properly figure the requirements of our hardware. At the present time with the information we are getting we can use the current computer we have.

Mr. CONTE. I sit on the Treasury-Post Office Subcommittee of the Appropriations Committee. We have the Bureau of the Budget, the Internal Revenue, and you name it, under that umbrella. There are a lot of computers that aren't being used. There should be greater cooperation among agencies in the Government to utilize these to the fullest extent.

Mr. MOOT. Yes. We do work with the General Services Administration, which is charged, as you know, with interagency utilization. And we have over the period of the last year or 2 years had extensive utilization of other computers in the Government.

Mr. CONTE. Thank you.

Mr. MORTON. I want to deal just for a minute with public information. Recognizing the fact that there is Federal money invested on a matching basis, what is the policy of the SBA as far as SBIC's making available to the public information on their transactions?

Mr. MOOT. Congressman, I am not sure that I can accurately cover the freedom of information aspects of the individual SBIC's. With your permission. I would be glad to put an accurate legal answer into

the record. It hasn't reached an issue point yet other than the general information that SBIC's and the industry publish frequently.

Mr. MORTON. I will tell you the reason for the question. Of course, on your listed companies, the 36 companies that are public, a prospective buyer could go in and get complete information. In case those people would like to form an SBIC to serve a given area, it would seem to me that one of the basic foundations for the judgment as to whether they should invest would be what the SBIC community as a whole is doing in servicing small business in this given area. I have had people discuss with me the proposition of starting an SBIC. They ran into the difficulty of trying to find out what the SBIC impact already was in that area. I wonder if there is a policy or guideline that would make it mandatory that SBIC's furnish information as to their transactions.

Mr. MOOT. I think that I can partially answer this question, Congressman. With the industry as represented by the National Association of Small Business Investment Companies, the president of which I will listen to a little later this morning, we have developed a program whereby people who are desirous of forming an SBIC in an area can be counseled not only by SBA, but by the SBIC industry in the area as to its potential, because they are equally as alert as we are to the need to get proper geographic coverage throughout the country for the small business investment program.

So I think even on a voluntary basis that we are developing the kind of a system that will provide the information to new entrepreneurship in this area.

Mr. MORTON. I think it is very important that it be done, because you want to prevent the formation of SBIC's in areas where such SBIC's have an unlikely chance of success.

Mr. MOOT. That is absolutely right, sir.

Mr. MORTON. What is the competitive relationship between the SBA regional offices and SBIC's as far as furnishing capital to small business?

Mr. MOOT. I would rather say that the relationship is complementary rather than competitive. As you know, the SBIC industry is designed primarily to furnish equity capital. And SBA, through its regional offices, is precluded from providing equity capital. There is a growing and closer relationship between the regional offices of SBA and the SBIC's. And we have fostered this, we have written program information guidelines which both the industry and we have disseminated. So that we have a small business concern needing equity capital, but coming to the SBA for a long-term loan or relatively long-term loan, in which the prospects for its success look as though they need equity injection versus another debt situation, and we get frequent reference to the SBIC's in the area.

On the contrary, the SBIC's, looking at a small business concern, will frequently refer them to us, if it looks as though it is a short-term working capital financing that is required.

Mr. MORTON. The facts are, are they not, that SBIC investments are predominantly nonequity?

Mr. MOOT. Well, the answer is "Yes." Of course, this is one of the concerns of SBA and the Congress. And the reason for the change in the legislation is to provide the incentive to get a greater degree of equity financing. But generally speaking there is some combination of

financing, whether it is convertible or debentures or warrants, stock warrants or rights. So that there is a combination in the SBIC financing. And many of the SBIC financings in terms of loans follow or are in conjunction with equity financing initially.

Mr. MORTON. You don't feel that the credit evaluation is basically different and results in a different position, as far as risk is concerned, of the SBIC community versus the SBA community? It is just a different type of investment. You wouldn't say, would you, that the SBIC's would handle less risk, for example, than the SBA would handle?

Mr. MOOT. No; I think except for the difference in financing, that both SBA in its regular programs and SBA in its SBIC programs are looking for growth potential. It so happens that the SBIC industry, in my opinion is best postured to help small manufacturing concerns, while SBA can do that also, but in a different type of financing.

Mr. MORTON. One or two other very short questions.

You pointed out that there had been an increase of $19 million in short-term borrowing by the beneficiary companies of SBIC transactions. Do you regard that as good or poor?

Mr. BROWN. Congressman, if I may answer, I would say that we want to increase it, and we think it will increase, but it is certainly good in comparison to what it was a few years ago. And we think that the more these SBIC's are able to provide small business concerns in long-term money, the better they are going to be, the better posture they are going to be in to borrow from short-term sources. We think it is getting better and will be better.

Mr. MOOT. It does two things, Congressman. It takes the load off of Treasury dollars for short-term financing; and it reflects a growing confidence in small business investment company portfolios by the private sector financial institutions, both of which we think are good.

Mr. MORTON. The figure just struck me as being pretty low compared to the investment you made and the investment they have made. I wonder if there is a tendency of companies to stay in SBIC paper rather than to move out into normal financial channels, because it is easier to get and they aren't willing to face up to the hard job of justifying their position to commercial banks.

Mr. BROWN. We feel, Congressman, that we have some limitations on short-term financing, and we feel like they are going more and more into the private sector. And we are encouraging them to do so. And I think the new legislation encourages them to do so.

Mr. MORTON. I hope that comes about because I believe we have to have a continuing foundation for the development and growth of small business. We don't want to lock this program into a block of equity, and then have the new businesses which are formed and are growing up and coming along later to be denied the credit opportunities. We hope the companies which have been helped will throw away their crutches and get into the normal money market, particularly for seasonal requirements and normal short-term business requirements for money. I hope you are really encouraging this and not being content with a 22.2-percent increase, which is such a small percent of our total outlay.

Mr. MOOT. No; we are not content. And this we are very alert to. As a matter of fact, we are seeking greater and greater means of encouraging private sector financing, to the extent that we are consider-

ing guaranteeing from the SBA level bank loans to SBIC's in order to prevent the Treasury impact.

I might give you one indication which Mr. Brown touched upon as to the success of getting private sector money. For each dollar of Treasury money in the SBIC program there are two of private sector money. So that there is a leverage of 2 to 1. You will recall that when we testified on Monday we indicated that our regular loan programs are now on about a 1-to-1 basis, for each dollar of Treasury money there is about a dollar of private sector funding. So that this reflects that this is a growing private sector participation program. And we want to encourage it.

Mr. MORTON. Do you feel the third-dollar opportunity you offer SBIC's that have proven their worth, so to speak, gives an unfair advantage in any way to the larger SBIC's against the development of the smaller ones?

Mr. BROWN. No, and of course, this is only available for companies, as you know, with $1 million or more in private capital. But as you know, we are trying to encourage the smaller SBIC's to grow, and many of them are adding private capital. We are trying to encourage equity type financing. And formerly in the program the borrowings were pretty well stacked against the larger SBIC's. We are trying to correct that and give the large viable type SBIC's incentives to invest in these kinds of financing that we think Congress intended.

Mr. MORTON. We are not creating a situation among SBIC's where we will be faced with the possibility or probability of restraint of trade, are we?

Mr. BROWN. We certainly do not think so, Congressman. We do not have any information or feeling that this is going to be developed.

Mr. MORTON. My last question deals with personnel. Do you have any sort of ongoing qualitative analysis of personnel and the management of SBIC's which gives you a criterion for making comparative analysis and reviews of the management of a company?

Mr. BROWN. We at SBA do not have such an analysis. The industry has an analysis. And we have information that we get which indicates—and we have to approve, of course, anyone that goes into an SBIC in a full-time capacity or as an officer or director. And the people that manage SBIC's have to have a certain amount of experience in the financial area. We do not just allow anyone to go in and manage one or to come in and manage one. But we will try to develop sort of a continuing look at these people as the industry progresses.

Mr. MORTON. Is the effort to develop this continuing examination one you are thinking of for the future, or do you regard this as something you might be able to put into a centralized processing system.

Mr. BROWN. I think we could put it in as part of the same thing. And we get information, of course, from those SBIC's on a continuing basis when they report. Of course, it is very difficult for us to make a qualitative measurement of these people from Washington. It would be a very difficult process for us.

Mr. MORTON. Is your system of examination pretty well standardized, so you examine records and activities of SBIC's in California pretty much on the same basis as you examine them in Baltimore, Md.?

Mr. BROWN. Yes, Congressman, we are. We have the SBA examination people, who are under the Assistant Administrator for Administration, that examine these companies throughout the country.

And we have guidelines issued. And they are all operating under the same set of guidelines, and should have no deviation at all from company to company on what they look for and how they examine them.

Mr. MORTON. Thank you very much.

Thank you, Mr. Chairman.

The CHAIRMAN. Thank you, Congressman.

Our counsel, Mr. Mitchell, any questions?

Mr. MITCHELL. I noted on page 7, Mr. Brown, you discussed the job producing aspects of the money that had been put into small business concerns by SBIC's, indicating that for the ones you had analyzed, a job had been produced for each $3,000 invested. Am I incorrect if I remember the testimony before this committee concerning other programs of SBA, financial assistance programs, specially development company loan programs, and other Government programs, it usually takes around $10,000 to generate a job?

Mr. MOOT. In the local development company program, Mr. Mitchell, the figure was running $4,000 of SBA money. I see, it is a combination of private sector money and SBA money. The $3,000 is SBA money.

Mr. MITCHELL. I understand that. The point I am trying to get at is that of the overall money from SBA. It usually takes $9,000 or $10,000 to generate a job on those financial assistance programs. And I point out here that under this program SBA is doing it with seed money of only $3,000, which would appear to me to be a very good thing.

Mr. BROWN. Mr. Mitchell, I may never get this chance again, so I would like to take this opportunity to say that we are very proud that we can use only $3,000 of Government money to produce a job with the kind of private sector participation that we have. And I am very serious in this. We feel that with the 2-to-1 leverage that the Administrator mentioned, with the amount of Government money that is going into this program, that it is producing an awful lot of new jobs for this country.

Mr. MOOT. You probably cost me a half dozen personnel on that question, Mr. Mitchell.

Mr. MITCHELL. I thought that the point should be made that the money that is going into small business concerns is doing an effective job, and producing employment opportunities, and in comparison even with other programs, is perhaps doing a better job in generating other funds and producing the jobs.

Concerning the reporting of companies, I believe your statement referred to the fact that on April 30, 1968, you had 537 licensees. And then you refer to your September 30 reportings of 478 reporting companies. Are those other 50 to 60 companies not reporting?

Mr. BROWN. Well, these are the reporting companies, Mr. Mitchell, on September 30, 1967—the 478 reporting companies excluded some licensees that were at that time in the process of litigation, or under investigation, and for other reasons—we had other types of very close scrutiny going on—they did not make the normal September 30, 1967, report. But all companies in the program are either reporting or they are under some very close scrutiny, or in litigation. And we have a good many in litigation, both in the Department of Justice, and in our Office of General Counsel.

Mr. MITCHELL. Since the policing amendments were passed, in 1966, I believe, has SBA fined any company for failing to report?

Mr. BROWN. Yes, Mr. Mitchell, we have. I believe we indicated in the statement that there have been referrals to the Department of Justice. We have fined more than 20 companies for either late reporting or not reporting at all. That was a result of the 1966 amendments.

Mr. MITCHELL. Then you feel that you have no reporting problem now as far as the companies are concerned?

Mr. BROWN. It certainly has lessened a lot. That legislation has helped tremendously. We are keeping a very close look at it, and we probably will continue to find a few each reporting period. It certainly has a very fine effect on getting them to report and report on time.

Mr. MITCHELL. Has SBA administratively revoked any licensees since the passage of Public Law 89–779 in the 89th Congress?

Mr. BROWN. I believe not, Mr. Mitchell. There have been a good many revoked, there have been several revoked through judicial processes, but none revoked administratively. But we have used the administrative route for some suspensions and cease-and-desist orders.

Mr. MITCHELL. Has SBA issued any cease-and-desist orders against an individual separate from companies since that legislation was passed?

Mr. BROWN. No, Mr. Mitchell, not against individuals, against companies.

Mr. MITCHELL. The next questions I have are concerning interest rates. I believe you mentioned in your statement that the average interest rate is a little more than 8 percent. Is that the interest rate charged by SBIC's to small business concerns?

Mr. BROWN. Yes, Mr. Mitchell.

Mr. MITCHELL. What is the ceiling on interest rates that SBA imposes—this is disregarding the legal interest rate in various States that we know have to be abided by—what is the ceiling that SBA places on interest rates that can be charged to small business concerns by SBIC's?

Mr. BROWN. Fifteen percent, or the maximum allowable cost, as you indicate, under State law, whichever is lower.

Mr. MITCHELL. Now, is that 15 percent the effective interest rate, or is that just a simple stated interest rate?

Mr. BROWN. No, that is effective interest rate.

Mr. MITCHELL. Do you go in behind these matters in your examination of these concerns to determine the manner in which they are abiding by the authorized rate, that is, as to add-ons, discounts, and so forth, to find out what the effective cost is?

Mr. BROWN. We certainly do. They are examined once a year. And the total cost of money is included. And that includes all interest and discounts as well as fees and other kinds of charges. We include all of these things. The only thing that we don't include are consulting services or advisory services when they are duly rendered. But they have to show that these have been duly rendered. So all of these discounts and fees are all included in the effective cost of money.

Mr. MITCHELL. Are these other factors, the effective cost, included in this 8-percent figure when you say that is the average?

Mr. BROWN. No, Mr. Mitchell, that is the stated rate. It is impossible for us when they report these things to us to give anything other than the stated rate. But as I say, by examination we go in there

and take a look to be sure that no one exceeds—and we have had very few violations of this—we have had some. And in these we proceed against them very quickly and very strongly. But we have had very few violations of that 15-percent effective interest rate.

Mr. MITCHELL. One of the prime complaints the committee has from some small business companies is concerning the effective cost of SBIC money to the small business concern. And there are indications that in some instances the effective cost runs over 15 percent. But from what you are stating, you police that carefully?

Mr. BROWN. That is right, Mr. Mitchell. And every time we get a complaint from a small business concern we investigate it quickly and diligently. And if we find that excessive interest rates have been charged, we proceed against these companies very strongly. This is something we are not going to allow to happen. And I think it happens very little. And we are going to make sure that it does not. They have to make a settlement statement, the SBIC's do, when they make any financing to a small business concern. And in that settlement statement they have to show exactly how much money is going to any sort of fees, discounts, commissions, charges, and anything else. And we have to review the settlement statement that is submitted to us. And we require this for every financing of a small business concern.

Mr. DINGELL. Mr. Chairman, if the counsel would yield to me very briefly.

The CHAIRMAN. Mr. Dingell.

Mr. DINGELL. Mr. Brown, I am curious about one thing. You have discussed a number of matters, but you have not mentioned whether or not it is the standard practice here for SBIC's to, so to speak, take a piece of the action, that is, to insist the conveyance of interest in the borrower. Is this a fact?

Mr. BROWN. To make an equity type financing instead of just straight loans, yes, Mr. Dingell, it is. The last figures that we had, Congressman, show about 145 in debt securities, $145 million, $86.7 million in capital stock, and about $250 million in loans. So it comes close to being a 50-50 split, when you consider the stock and equity type securities on one hand versus the long-term loans on the other hand. Of course, we are trying to encourage these companies to make equity type investments. Many of them make a combination type investment, the debenture with some sort of warrant or options attached. Of course, these have to be worth what they pay for them at the time of investment is made. And it is an investment in this small business concern's future. And we feel like these are the type of investments that Congress had in mind when it started these programs.

Mr. DINGELL. Do you impose controls to insure that these are fairly done, and that they are equitable to the small business firm?

Mr. BROWN. Yes, we certainly do.

Mr. DINGELL. Have you indicated what those are for the purposes of the record already?

Mr. BROWN. We have, but we will try to elaborate if you would like, Congressman.

Mr. DINGELL. So long as you have indicated it for the report, all right, because I intend to scrutinize the record. Have you had any situations where there have been violations of your rules or breaches of good conscience, or where there has been the taking of control as opposed to making equity financing?

Mr. BROWN. Yes, Congressman. As indicated earlier, there were 97 control violations. And we have some other cases of violations. And we look on these very harshly.

Mr. DINGELL. Do you have regulations to control this?

Mr. BROWN. Yes, we do.

Mr. DINGELL. And do you enforce the regulation in matters of this kind wherever necessary?

Mr. BROWN. Yes, sir.

Mr. DINGELL. I am apparently asking questions about matters which have already been gone into.

Thank you, Mr. Chairman.

The CHAIRMAN. Congressman Morton.

Mr. MORTON. I would like to request of the Chair that the next time this fine group of people is brought before the committee to report on the condition of the industry, they also present us with a profile of their own management and their goals toward perfecting their management. Information about the use of control data processing, centralized data processing, and other management techniques they employ at that time versus what they did before, will give us a better feel, not only for the condition of the industry, but for the method by which the Small Business Administration is striving toward better monitoring of the industry, toward better exercising of their controls and regulatory obligations, and toward the development of information throughout the industry which will give them greater management skills and techniques for its control. I think this will be interesting to us and give us a little more knowledge of how they are going about it.

The CHAIRMAN. Without objection, I suggested earlier that the Administrator and the associate Administrator could extend their remarks and submit any additional information on the program for the record that they may desire.

Mr. MORTON. The point that I make is, if you have this instruction now from the Chair, then when we come to meet again at some future date, hopefully, we will then be able to have something that has been prepared over an extended period of time that will give us a little better feel of how you are really trying to do it.

Mr. MOOT. We will be happy to.

The CHAIRMAN. Any further questions? Mr. Dingell?

Mr. DINGELL. No, sir.

The CHAIRMAN. Mr. Mitchell?

Mr. MITCHELL. May we, for the purposes of the record, at this time receive into the record your regulations concerning control and divestiture of small business concerns by SBIC's.

Mr. BROWN. We would be glad to do so, Mr. Mitchell.

The CHAIRMAN. Without objection it will be included.

(The information to be furnished for inclusion in the record at this point follows:)

[From Federal Register, vol. 33, No. 5—Tuesday, Jan. 9, 1968]

RULES AND REGULATIONS

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**§ 107.703 Pledge of Licensee's shares.**

Whenever 10 or more percent of a Licensee's stock is pledged or hypothecated by any person (or group of two or more persons acting in concert) as collateral for

an indebtedness, and such pledge or hypothecation does not involve any transfer for which prior approval is required under § 107.701, written notice setting forth the terms of such transaction shall be furnished to SBA by the person (or persons) making such pledge or hypothecation within 5 calendar days from the date of the pledge or hypothecation.

LAWFUL OPERATIONS

**§ 107.801 Amendments to Act and regulations.**

A Licensee shall be subject to all existing and future provisions of the Act and regulations issued thereunder.

**§ 107.802 Other laws.**

Each Licensee shall comply with all applicable State or Federal law affecting its operation.

**§ 107.803 Operations under Act.**

A Licensee shall engage in and conduct only the activities set forth in and contemplated under the Act and shall not engage in or conduct any other activities.

**§ 107.804 Identification as SBIC.**

Any written communication made by or at the behest of a Licensee, shall identify that Licensee as "a Federal Licensee under the Small Business Investment Act of 1958."

**§ 107.805 Postlicensing issuance of securities.**

A Licensee may issue any of its securities, including stock options to management and employees, for (a) cash, (b) direct obligations of, or obligations guaranteed as to principal and interest by, the United States, (c) securities of which it is the issuer, in connection with a reclassification approved by SBA, (d) services previously rendered to the Licensee not to exceed fair value thereof, (e) physical assets to be currently employed in the operation of the Licensee at fair market value thereof, (f) as a dividend, and (g) in connection with a merger, consolidation, or reorganization approved by SBA: *Provided, however,* That any shares of stock issued as part of Licensee's minimum capital pursuant to § 107.101(e) must be paid for in cash or securities permitted by the last sentence of section 308(b) of the Act.

**§ 107.806 Retention of loans and investments.**

A Licensee may retain its investment in a concern which qualified as a small business concern at the time of Licensee's initial financing but which subsequently became large. Securities of a large business received by a Licensee in connection with the merger, consolidation, or affiliation of a portfolio concern with such large business may be retained as long as continued ownership does not interfere with the Licensee's ability to maintain on hand funds in adequate supply for the financing of small business concerns. The Licensee may, however, in any event retain such securities until it has fully recovered the amount of its original investment plus a reasonable return thereon. Additional financing may be provided only to the extent necessary (a) to honor a commitment made while the concern still qualified as a small business concern or (b) to protect Licensee's original investment.

**§ 107.807 Purchase of securities from another Licensee.**

A Licensee may exchange with or purchase for cash from another Licensee, without recourse against the seller (except for such liability as may result from the falsity of representations or warranties as to matters of fact), portfolio securities (or any interest therein) acquired from small business concerns, by such Licensee or any other Licensee: *Provided, however,* That a Licensee shall not have invested at any one time more than one-third of its total assets in such securities of small business concerns through such exchanges or purchases.

**§ 107.808 Idle funds.**

Idle funds of a Licensee not employed in current financing of small business concerns and not invested in accordance with the last sentence of section 308(b) of the Act shall, without delay, be placed on demand deposit, or in Time Certificates of Deposit maturing not later than 1 year after issuance, in any bank or banks which are members of the Federal Deposit Insurance Corporation: *Provided, however,* That a Licensee may maintain an imprest petty cash fund in an amount not to exceed $500 at any one time.

**§ 107.809 Investment adviser.**

(a) *General.* A Licensee may contract in writing with an individual or non-Licensee concern to serve on a continuing basis as its investment adviser. Services performed shall be advisory only and shall not include the actual performance of management or operating activities of the Licensee. The Licensee shall, on or before the effective date thereof, furnish SBA with a copy of such contract. Where the Licensee is indebted to SBA, SBA reserves the right to approve the compensation of the investment adviser.

(b) *Common investment adviser.* Two or more Licensees may, with prior SBA approval, contract in writing with an individual or non-Licensee concern to serve on a continuing basis as their common investment adviser.

(c) *Exempt contracts.* Contracts for appraisal, custodial, collection, bookkeeping, accounting, and legal services shall not be considered advisory services for the purposes of this section.

**§ 107.810 Assets acquired in liquidation.**

Where property is acquired by a Licensee in full or partial satisfaction of an obligation of a portfolio concern, Licensee may incur reasonably necessary expenditures for the care and preservation of such property: *Provided, however,* That except as specifically permitted in writing by SBA, such expenditures (other than ordinary and necessary expenses for the maintenance of such assets) plus Licensee's funds attributable to such assets in liquidation shall not exceed an amount equivalent to Licensee's investment limit under § 107.301(c). Licensee shall take steps to dispose of assets in liquidation within a reasonable period of time.

**§ 107.811 Additional investment by bank.**

A bank which on January 9, 1968, holds fifty (50%) percent or more of any class of equity securities issued by a Licensee and having actual or potential voting rights, may, pursuant to section 302(b) of the Act, make further investments in such Licensee only if such investments would not increase its percentage holdings of such securities. Such capital increases shall be subject to SBA post-approval under § 107.1105.

RESTRICTED ACTIVITIES

**§ 107.901 Control of small business concern.**

(a) General: The Act does not contemplate that Licensees shall operate business enterprises or function as holding companies exercising control over such enterprises. Accordingly, neither a Licensee, nor a Licensee and its Associates, nor two or more Licensees may, except as hereinafter set forth, assume control over a small business concern pursuant to management agreements, voting trusts, majority representation on the board of directors, or otherwise.

(b) Presumption of control: Control over a small business concern will be presumed to exist whenever a Licensee, or a Licensee and its Associates or two or more Licensees acting in concert, own, hold, or control, directly or indirectly, voting securities equivalent to (1) 50 or more percent of the outstanding voting securities, if the voting securities of such concern are held by less than 50 shareholders; (2) 25 or more percent of the outstanding voting securities, if the voting securities of such concern are held by 50 or more shareholders, or (3) a block of stock of 20 or more percent of the outstanding voting securities which is as large as or larger than, any other outstanding block of stock. This presumption may be rebutted by the submission of appropriate evidence satisfactory to SBA.

(c) Temporary control permitted: A Licensee may acquire temporary control over a small business concern in connection with financing supplied to it only where assumption of control is reasonably necessary for the protection of Licensee's investment.

(d) Plan to relinquish or divest control: A Licensee shall not assume control over a small business concern pursuant to paragraph (c) of this section unless it has negotiated and has entered into a fair and reasonable written plan at the time of financing, as a contractual obligation on its part enforceable by the small concern or its shareholders providing for relinquishment of control within a reasonable period of time not exceeding 7 years. Such plan shall contain provisions expressly stating that it is subject to SBA approval under this section and that the parties consider the plan to be fair and reasonable. The plan shall be filed with SBA not later than thirty (30) days after acquisition of control and shall be subject to SBA's postapproval as a condition for the continuance of the License. The plan shall be deemed approved unless Licensee is notified to the contrary by SBA within ninety (90) days after its receipt by SBA. Where the

plan appears inadequate or unreasonable, SBA may notify and afford the Licensee and other parties concerned an opportunity to submit evidence as to whether renegotiation of the divestiture plan should be required. SBA approval shall be contingent upon full disclosure of all relevant facts and shall be subject to such conditions as SBA may determine are appropriate.

(e) The Licensee shall report to SBA in its annual financial report (SBA Form No. 468) a statement (in triplicate) setting forth current prospects for the implementation of the divestiture plan, and additional factors, if any, affecting the status or feasibility of relinquishing control.

(f) Subsequent events affecting plan: Where changed circumstances indicate that a workable arrangement no longer exists, SBA may, on its own initiative or upon application by the Licensee or other interested person, notify and afford the Licensee and other parties concerned an opportunity to submit evidence as to whether renegotiation of the divestiture plan should be required.

(g) Enforcement actions: (1) Divestiture plans entered into pursuant to this section shall not adversely affect or interfere with enforcement by the Licensee of its legal rights against a concern which has defaulted on its obligations to the Licensee and shall no longer continue in effect as a binding obligation on Licensee's part in the event of such enforcement action. (2) If the Licensee acquires control of the small business concern as the result of enforcement action taken, the Licensee shall immediately notify SBA and shall take steps to divest itself of control within a reasonable period of time pursuant to a plan approved in writing by SBA. In connection therewith, the Licensee shall be free to negotiate with any appropriate person or entity necessary to accomplish relinquishment of control.

(h) Licensees with existing plans: Licensees which have control of a small business concern on the effective date of this section, shall bring their plans for divestiture of control into compliance with this section not later than March 31, 1968: *Provided, however,* That the plan shall provide for relinquishment of such control within a reasonable period of time, but in no event later than March 31, 1975. Such plans shall be filed with SBA not later than April 30, 1968, and will be subject to SBA approval in accordance with the provisions of this section.

(i) Additional financing: Whenever a Licensee assumes control of a small concern, and later provides additional financing to it, the Licensee shall within thirty (30) days resubmit its divestiture plan (amended if necessary or appropriate) for SBA review and approval in accordance with the provisions of this section.

**§ 107.902 Voluntary capital decrease.**

A Licensee shall not voluntarily reduce its paid-in capital and paid-in surplus without prior written SBA approval. A Licensee may not purchase and hold more than 2 percent of any class of its stock without prior written SBA approval.

**§ 107.903 Mergers, consolidations, and reorganizations.**

Subject to the prior written approval of SBA, a Licensee may participate as a party to a statutory or other type of merger, consolidation, or reorganization with another Licensee or non-Licensee company where the resultant company will qualify as a Licensee. SBA's approval may be conditioned on such reasonable terms and conditions as it determines appropriate.

PROHIBITIONS

**§ 107.1001 Prohibited uses of funds.**

No funds may be provided by Licensee for:

(a) *Relending, reinvesting, etc.* Relending or reinvesting by the small business concern, nor may funds be provided to a small business concern if the business activity of such concern involves directly or indirectly the investing, lending, or other providing of funds to others in exchange for an equity interest or monetary obligation, purchase or discounting of debt obligations, factoring, or long-term leasing of equipment with no provision for maintenance or repair.

(b) *Financing Licensees.* Use, directly or indirectly, to purchase stock in or otherwise to provide capital for a Licensee, or to repay an indebtedness to accomplish such purpose.

(c) *Investments in unimproved real estate.* The acquisition, or payment of obligations relating to the prior acquisition, by a small business concern of land or improved real estate to be held, without prompt and substantial improvement or development, for resale or leasing to others. Improvement or development shall, for the purposes of this paragraph, be deemed prompt and substantial if (1) an

amount equivalent to 50 or more percent of the financing supplied or committed by Licensee is used for land improvement, new construction, renovation, or other types of improvement or development, and (2) such improvement or development is undertaken within one (1) year from date of acquisition or date of Licensee's financing, whichever is later.

(d) *Purposes contrary to the public interest.* Purposes contrary to the public interest, including but not limited to gambling enterprises and activities, and any purpose which would encourage monopoly or be inconsistent with accepted standards of free competitive enterprise.

(e) *Foreign investment.* Use outside the United States: *Provided, however,* That a Licensee may provide funds to a small business concern which is subject to state or federal jurisdiction, (1) for use in the domestic production of products for distribution abroad, or to acquire abroad materials for such operation or (2) for use in its branch operations abroad or for transfer to its controlled foreign subsidiary; so long as the major portion of the assets and activities of such concern, after funds are so employed, remains within the territorial jurisdiction of the States.

(f) *Passive businesses.* Any person that is not engaged in a business operation conducted as a regular and continuous activity.

(g) *Licensee associated supplier.* A small business concern which purchases goods or services from a supplier; which supplier is an Associate of the Licensee, if 50 percent or more of the funds (or funds of the small business concern released by such financing) are used by the concern to purchase goods or services from such supplier.

(h) *Alcoholic beverages.* Enterprises which derive a substantial portion of their net sales from the sale of alcoholic beverages, where such funds represent proceeds of loans obtained from SBA. Accordingly, within thirty (30) days after the disbursement of any loan funds to Licensee, and thereafter during the period in which any part of such loan, remains unpaid, the Licensee shall maintain assets consisting of cash, eligible Government obligations, and portfolio investments and loans involving enterprises which do not derive a substantial portion of their net sales from the sale of alcoholic beverages (exclusive of all investments and loans already in the Licensee's portfolio at the time that the proceeds of such loans were disbursed), equal in face value to no less than the unpaid principal of such loan.

(i) *Agriculture.* Concerns engaged solely or primarily in the production of agricultural commodities.

**§ 107.1002 Capital impairment.**

(a) Each Licensee shall maintain at all times an unimpaired capital. An impairment shall be deemed to exist when the retained earnings deficit exceeds fifty (50%) percent of the private paid-in capital and paid-in surplus. Treasury stock shall not be considered as part of private paid-in capital and paid-in surplus.

(b) A debtor Licensee shall promptly inform SBA when its retained earnings deficit exceeds thirty-five (35) percent * * *.

* * * * * * *

Mr. MITCHELL. I have one question concerning a proposed capital bank. I believe recent legislation requires SBA to study this matter and report to the Congress on it when they are prepared, or within a certain time. You probably are not prepared yet. But do you have anything you can say to the committee concerning a proposed capital bank?

Mr. BROWN. All I can say—the Administrator might have something to add—is that we are happy to see the work being done in this area, both by the industry and some work, cooperation being given by the Small Business Administration. And we hope that this will be something that will be taking place at some time in the not too distant future. We feel like it would be good for this kind of private capital injection into the program. I do not know whether the Administrator has anything else to add.

Mr. MOOT. I think that is a proper statement, Mr. Mitchell.

Mr. MITCHELL. That is all I have.

The CHAIRMAN. Gentlemen, I think that it is worth alluding to table III, which will be included in the record, which shows a total of 8,045 types of businesses assisted. And the amount is $321,259,000.

Mr. MOOT. Could we swing to the next page, Mr. Chairman. That looks like the total, and it is our fault, but the grant total is 10,252.

The CHAIRMAN. 10,250. I stand corrected. It is on page 2. And there are types of industries aided, nonmanufacturing industries, agriculture, forestry, fishing, mining, and then the retail trade, and the wholesale trade, and the manufacturing industry—I was interested in the largest number, probably, in building construction, and other large areas, building materials. An interesting one that has been assisted is museums, art galleries, botanical and zoological gardens. They made loans to them. And food and textiles. That is a very interesting tabulation of the types of loans made and the total number as the Administrator pointed out, is 10,252, for $481 million.

Mr. Administrator, Mr. Brown concluded his statement earlier by stating that SBA considers this program to be one of the most important of his activities. Well, I say that some of us on this side of the table still hope that it will achieve its intended goals.

Thank you, gentlemen; if there are no further questions, we will call our friend Mr. Walter Stultz.

Mr. MITCHELL. Mr. Chairman, the Small Business Administration has submitted a breakdown of all of their loans and programs by congressional districts for the last several months. May it be received in the record?

The CHAIRMAN. Without objection it will be included in the record.

Mr. MITCHELL. Thank you, Mr. Chairman.

(The document referred to for inclusion in the record at this point can be found in the appendix to this record, p. 269.)

The CHAIRMAN. Mr. Administrator, we thank you.

We will call Mr. Elliott Davis, president of the National Association of Small Business Investment Companies, as our next witness. And also Mr. George C. Williams, vice president and Mr. Walter Stults, executive director.

Mr. Davis, we will be pleased to hear your statement at this time.

## TESTIMONY OF ELLIOT T. DAVIS, PRESIDENT, NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES; ACCOMPANIED BY GEORGE C. WILLIAMS, FIRST VICE PRESIDENT, AND WALTER STULTS, EXECUTIVE DIRECTOR

Mr. DAVIS. Mr. Chairman and members of the committee, my name is Elliott Davis and I am appearing here today as president of the National Association of Small Business Investment Companies. In my individual capacity, I serve as president of Alliance Business Investment Co., a privately owned SBIC located in Tulsa, Okla.

### I. 1967 AMENDMENTS

First, let me express the gratitude of the SBIC industry to all members of this committee for their support in achieving the passage of the 1967 amendments to the Small Business Investment Act. This was truly vital legislation, since I am afraid we would not have survived, as a true industry, without them. The backing the House

Small Business Committee has given to the SBIC program over the past 10 years was extremely important to the initiation and passage of the 1967 amendments.

## II. SBIC TAX BILL

The second half of the 1967 legislative package for SBIC's is still pending. A bill proposing five significant amendments to the Internal Revenue Code was introduced last May by the chairman of the House and Senate Banking and Currency Committees with the backing of the administration, SBA, and a statement of "no objection" from the Treasury Department. I have personally spoken with the chairman of the House Ways and Means Committee and with ranking members on his committee and have every reason to hope that this important second step in the redesign of the SBIC program will be passed before this summer is out.

Incidentally, I am attaching brief summaries of the 1967 amendments and of the SBIC tax bill to my statement for inclusion in the record of these hearings.

## III. STATUS OF THE INDUSTRY TODAY

As I have already stated, the very existance of the SBIC program was in jeopardy last year. More than $100 million in private capital left the industry and many more companies were preparing their plans to leave. It was at this critical point that the 1967 amendments were passed and gave us at least a short respite.

In the months since the October passage of the SBIC legislation, a few significant bright spots on the program's horizon have appeared. Several new companies have been licensed and a number of privately owned SBIC's have increased their capital.

I am sure that you already know that our industry has reported heartening progress in profitability during the year ending last September—the latest period for which SBA has data. This improvement has come from a combination of the departure of a large number of financially ailing SBIC's and of better operating and investment results by those companies remaining. As you know, stock market quotations for relatively speculative issues have been strong during the past year. That has given SBIC's a chance to realize profits on some of the winners in their portfolios. The improved profit picture has also come from the inevitable strengthening of our portfolios. Most of us have been in business for at least 6 years and the early losses we sustained have now been outweighed by the later-maturing successful small businesses in which we have invested. Finally, I think it is safe to say that we have learned a great deal in these past years—we are better investment analysts, better management advisers, better equipped to make profits without successful clients.

One word of caution here, however: even though the overall SBIC financial data are encouraging, they are still no cause for dancing in the street. Our average return on invested capital is still far below that expected by investors in other industries—and in other segments of the financial industry. We must improve it substantially across-the-board if our industry is to attract the vast additional amounts of private capital it must have.

Another somewhat gloomy aspect of our story is this: for the past 2 years, SBIC's haven't been disbursing dollars to worthy and qualified small businesses at the rate they did earlier. At least four reasons can be cited for this choking off of the flow of equity capital and long-term credit:

(1) A number of large SBIC's have left the program, so their resources are no longer available;

(2) Many SBIC's became fully invested by 1966 and were able to relend only those dollars which they were able to generate through amortization or pay back of earlier investments;

(3) New administrators and new policies at SBA which led to great uncertainty about where the SBIC was heading—if indeed, it was going anywhere at all; and

(4) That uncertainty obviously led to curtailed operations by all licensees.

In sum SBIC's are generally feeling better today only by comparison with the same period a year ago; there still remain, however, too many disturbing features to give us any right to become free from serious alarm.

In the light of the desperate need for our help by the small business community, the real issue is: What can be done to make the program sufficiently attractive and desirable to retain the existing funds and attract new dollars? This answer must be forthcoming soon.

## IV. REPORT ON PRIVATELY OWNED SBIC'S

Going from an overall view, let me expand briefly a review of one important part of the SBIC industry. My own company is privately owned and is still relatively small, even though it has grown substantially from the time a number of us organized it back in 1959.

You will remember that SBA proposed in last year's legislation to phase out smaller SBICs entirely. We at NASBIC believe that Congress was wise in not accepting that premise legislatively, even though it is more difficult for very small SBICs to perform profitably and render a substantial service to the small businesses in their communities. It is my position that these small companies can attain some degree of success, and in so doing, can provide the personnel and the vehicle for enlarged operations.

I believe that the new financing instruments authorized by the 1967 amendments will help privately owned SBICs raise additional resources through outside borrowing and this will improve their profitability and give them more resources to transfer to their capital structure.

A significant number of privately owned SBIC have been real estate specialists. Even since the fall of 1965, these companies have been under a virtual death edict—lifted only by congressional action last year. The recent report of SBA to Congress on these real estate oriented SBICs leads us to hope that this difficult problem is on the way to solution at long last.

Under new regulations, existing SBICs must have fulltime operations by June 30, 1968. In the early days of the program, too many SBICs were not truly operational businesses—they did not have regular offices, office hours, and personnel. Obviously, small businesses seeking

SBIC financing were hard put to apply to such licensees. Now, all SBICs must have regular business offices open at normal business hours. I think this is a proper step forward, and I am sure that SBA will continue to be reasonable in enforcing these new rules, so no hardship is worked during the transition period.

At this point, Mr. Chairman, may I ask George Williams to cover the next portion of the NASBIC testimony.

The CHAIRMAN. Yes, Mr. Williams, you may proceed.

**TESTIMONY OF GEORGE C. WILLIAMS, FIRST VICE PRESIDENT, NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES, WASHINGTON, D.C.**

Mr. WILLIAMS. Mr. Chairman and members of the committee, I appreciate your permitting me to appear before you today as you hear a status report on the SBIC program.

I am president of Allied Capital Corp., a publicly-owned SBIC located here in Washington. I am also first vice president of NASBIC and a member of its Committee on Publicly-Owned SBIC's and it is on behalf of the latter that I wish to speak.

From late 1959 on, publicly owned SBIC's have been an important part of the SBIC industry, holding as they do a majority of the private dollars invested in the program. At one time, we had almost 50 public companies with well over $300 million in private capital; now there are under 30 and, in the absence of definite data from SBA, I estimate that they hold private capital totaling substantially less than $200 million.

Many factors have contributed to the declining capital of public SBIC's. They were hard hit by the market break in the spring of 1962, soon after most of them acquired their funds. The quotations for their stocks have been depressed badly ever since early 1962—although there was a significant rise during 1967. They were particularly hampered by the overlapping and often contradictory rules and regulations of SBA and the Securities and Exchange Commission. Their stockholders often did not understand the nature of the SBIC program and put pressure on management to withdraw. And, finally, the incentives given SBIC's definitely discriminated against the larger SBIC's, public or private.

Obviously, this has not been a happy period for the owners or managers of public SBIC's. As a result, we have lost a number of our very best companies and we have lost a large number of the very best men in the industry.

The passage of the 1967 amendments marked the beginnings of a new phase in our industry's development. The leverage incentives given SBIC's were improved, so that SBIC's with private capital of up to $3,750,000 were treated equally. Special incentives were given to venture capital oriented SBIC's with private capital between $1 million and $3,667,000.

It is apparent, then, that medium-size SBIC's, with private capital of up to about $4 million, are treated better from a leverage standpoint now than they were earlier. SBIC's with larger capitalizations still are weighing whether or not it makes economic sense for their stockholders to stay in the program, and NASBIC and its publicly-owned SBIC

committee are striving desperately to increase aid incentives for such companies to stay in the program—and for SBIC's with capital below that level to increase their capital.

These are some of the projects now underway to bring about this result:

1. OVERLAPPING REGULATIONS

NASBIC has filed a formal application with SEC for exception of public SBIC's from a number of the provisions of the Investment Company Act of 1940. SBA and our officers are holding conferences with SEC staff on our application.

2. TAX FEATURES

In common with other SBIC's, we are pressing for the passage of the SBIC tax bill and are cooperating with SBA and the Internal Revenue Service on two critically important subjects: continuation of the 10 percent floor on reserves against bad debts and on the taxation of profits arising from the exercise of warrants or options. We hope both will be resolved soon.

3. THE CENTRAL, OR CAPITAL, BANK

Mr. Davis will mention this hoped-for innovation. If it can be established, it will certainly encourage larger SBIC's to stay in the program.

4. STATE INCENTIVES

This is another project we are working on which can be very valuable for all SBIC's, but particularly so for larger SBIC's which are restricted in the leverage they can obtain from SBA.

5. OPTIONS FOR MANAGERS OF PUBLIC SBIC'S

The Investment Company Act of 1940, as interpreted by SEC, prohibits the issuance of restricted stock options to officers of registered investment companies, which presently include publicly held SBIC's. As a result, these SBIC's too often have been unable to retain their most capable executives. We strongly believe these management incentives are particularly important for SBIC officers and we are trying to obtain them through administrative or legislative action.

Perhaps I have dwelt too long on the pessimistic aspect of our segment of the industry. On the other hand, the loss of these good SBIC's, these good SBIC executives, and these SBIC resources places upon me a responsibility to be completely candid with you men who are appraising the present posture and the future of our program.

In conclusion, though, let me point out some encouraging developments.

First of all, the investment performance of most of the public SBIC's during the past 2 years has been tremendous. A number of the public SBIC's outperformed the very best of the so-called "go-go" mutual funds which have gained the attention of Wall Street. We public SBIC's have been making more money, and our portfolio companies are stronger than ever before in our history. We look to a continuing flow of capital gains as our stronger portfolio companies go public.

We hope that the vexing problems of dual regulation and ever-changing SBA regulations and policies will abate in seriousness and that we can henceforth spend more time in analyzing new investments and advising present portfolio companies and less time on trying to figure out the meaning of new policies and new regulations.

Finally, we are aware of the support of Congress, of SBA, and of the administration for our SBIC program. We also recognize the crucial role SBIC's can play in a number of important areas of national concern. I am sure that I speak for all my colleagues in the SBIC industry when I say this is an exciting undertaking—and we know it is important. As long as it is an industry where we can honestly commit our stockholders' money, all of us will wholeheartedly take on the risks, the difficulties, and the challenges.

Thank you.

## TESTIMONY OF ELLIOTT DAVIS—Resumed

Mr. DAVIS. Thank you, George.

Now, Mr. Chairman, before concluding this statement, I want to stress one thing: We are appreciative of congressional and administration support of our industry.

### V. THE FUTURE OF SBIC'S

When Congress was considering the bill establishing the smal business investment company program in 1957 and 1958, a number of witnesses testified that they were sure that there was no real demand for the type of dollars which the SBIC's would offer—and that, even if there were an "equity gap," small businessmen would not be willing to become partners with SBIC's to get the money they needed. Well, we have proved in the last 9 years that those experts were completely wrong. Almost 25,000 small businessmen have already been served by SBIC's, drawing down an estimated billion and a quarter dollars in the process. So there has been an effective demand for SBIC help.

Furthermore, all active SBIC officers can tell you that the demand runs far above what we can handle. NASBIC estimates that we could profitably invest four or five times as much as we have averaged over the past several years. That means at least $1 billion a year.

With our present resources, we can put out only $200 million annually. Obviously, we need substantial buttressing if we are to do the job Congress has assigned to us. Let us look at some of the ways we propose to accomplish that mandate.

First, we seek national coverage. Eight States have no SBIC's at all—seven others have only one licensee. Similarly, a large number of major metropolitan areas are also without SBIC facilities. NASBIC is presently assisting SBA in meeting its responsibilities in achieving national coverage.

Secondly, we are conducting discussions with representatives of other financial institutions to try to establish a central, or capital, bank for SBIC's which would be privately financed. If we can bring such a new source of funds into being, we shall greatly increase the resources we have available to invest in small businesses.

Our third program is designed to encourage States to provide incentives for SBIC's to organize or invest within their borders. This program is in its embryonic form, so we cannot report fully on it—or on its prospects at this time.

Fourth, we are cooperating fully with SBA, with the Securities and Exchange Commission, the Treasury Department, and the Internal Revenue Service to bring about the kind of regulatory climate which will allow our industry to survive and grow. This is not an easy task, either for the agencies or for the industry, but I believe we can jointly devise means for carrying out our individual responsibilities without crippling the industry.

### VI. THE ROLE OF SBIC'S IN THE AMERICAN ECONOMY

You have heard Mr. Williams tell of our increasing concern with the attrition in industry assets as present SBIC's leave the program completely or in part.

Nonetheless, let me give you NASBIC's look down the road 5 or 10 years.

In the first place, we have set these goals for the SBIC's 15th birthday party in 1973; $5 billion in resources; this will allow us to provide at least $1 billion a year to new and growing small business concerns. And we predict a full spread of all types of SBIC's in every State and in every major metropolitan area.

Secondly, we shall augment our ability to work toward other national goals. I foresee the day when SBIC's are cooperating with governmental and other private institutions in working toward these goals:

(1) Increasing competition in our economy;
(2) Achieving business ownership by minority groups;
(3) Assisting small firms to sell in the export market;
(4) Helping small firms to get research and development work—and to perform on it; and
(5) Guaranteeing that small business gets a fair share of Government contracts.

As members of this committee know all too well, the pace of economic concentration is accelerating each year and 1967 witnessed the greatest number of giant mergers ever. Today, some 2,400 corporations hold 85 percent of all the manufacturing and mining assets. Obviously, present SBIC assets represent only a tiny B–B shot against the hide of a rhinoceros, but it need not remain that way in the crucial years to come.

In all these fields, we will be participating in a tremendously challenging and exciting experiment—the partnership between business and Government to achieve goals we all recognize to be crucial to the health and vigor of our national economic life. We will be working at the grassroots level and I am absolutely convinced that we can do all these things at a profit and that we can continue to return to the Federal Government several dollars for every dollar it has loaned us.

We pray for the continuing support of this important committee; we pledge that we shall be increasingly worthy of your backing.

Thank you.

The CHAIRMAN. Thank you, Mr. Davis, for a very fine statement.

And thank you, Mr. Williams, also, for your excellent statement.

Just let me ask one or two questions of you gentlemen collectively. I believe it was Mr. Davis who testified that he thought Congress was wise in not buying the package proposed, of eliminating entirely the small business investment companies in the small category. We recognize that they have had problems, they have had difficulties in getting on their feet. But I have a feeling that they could be of great service, as was intended earlier.

Wouldn't it be wise to strengthen the smaller rather than make it bigger? Haven't we got up to the 10-million category now? I know Mr. Stults is an excellent man in your industry. We admire your industry, and I see your projection in 5 years to a $5 billion industry, and this goal is good. We hope we can be around to attend your party. But wouldn't it be wise to broaden the base, to strengthen the small ones instead of making the big ones bigger?

Mr. DAVIS. Having been a small SBIC to begin with—we are still small by certain standards—I am convinced that there is a great need for the small SBIC. It serves a purpose, first of all, in assisting the smaller businesses, it serves as a training ground for a development of trained cadres. It creates and develops an experienced vehicle that can go into the market and get additional funds. Absolutely there is a need for an extended effort to include the influence of small SBIC's. It does not have to be done, however, at the expense of the larger companies. I think this is a program that is nationwide——

The CHAIRMAN. Those that are large today in your industry would probably have been small SBIC's in the beginning?

Mr. DAVIS. Yes. Some of them started out large, and then got larger.

The CHAIRMAN. As we keep injecting more Federal and private funds into them, they have grown.

Mr. DAVIS. Yes, sir.

The CHAIRMAN. We have pressed it home several times that this industry would get on its feet and be able to achieve its goals, its declared purpose. But for 10 years it is constantly seeking more legislation, and more liberalized legislation, and more amendments. And now you have two big goals, (1) a capital bank, to make the bigger have more liquidity, and (2) an SBIC tax bill. We all likethe tax reductions and favored tax treatments. These are your two goals, I understand, at this time?

Mr. DAVIS. That is correct.

The CHAIRMAN. Mr. Williams, let me ask you one question. You alluded to the difficulty of getting private capital to flow into these institutions. And this is desirable. Based upon your experience in the field, what is the real difficulty? What can we do to influence them to get more private capital to flow into these institutions?

Mr. WILLIAMS. Mr. Chairman, I think I mentioned——

The CHAIRMAN. They are desirable goals, but based on your experience, what can be done about it?

Mr. WILLIAMS. Shortly after, many companies went public in early 1962, as you all recall there was a strong market decline. I feel that since that time many of the publicly held SBIC's have proven that they can perform; they can show a profit; they can show a return on investment. And I think that the picture is changing. I think more private money will come in to SBIC's private investors. I think that picture is changing now.

The CHAIRMAN. We think you have a very able and effective legislative representative in your executive director. And we would like to hear from him, for the record.

Mr. Stults, what would you recommend to this committee? We would be glad to have your views. You can give them to us orally or extend them if you wish.

Mr. STULTS. If you gentlemen have a little time——

The CHAIRMAN. Well, if you can make it brief.

Mr. STULTS. I will make it really brief.

You asked one reason why private money has not come in; that is one of the difficulties. I have seen the statement that Grogan Lord has submitted to this committee in his role as Chairman of the SBIC Advisory Committee. He pointed out that since the passage of the Small Business Investment Act, in, 1958, we have had Administrators Barnes, McCallum, Horne, Foley, Boutin, and Moot, in addition to Acting Administrator Davis, who served for 9 months.

The CHAIRMAN. Hasn't every one of them been helpful and constructive, haven't they taken you by the hand and led you on?

Mr. STULTS. Certainly, every one has been helpful. There have also been six Deputy Administrators or Associated Administrators in charge of the Investment Division. Every one of these men has had a different concept of what an SBIC—what it ought to be doing and what it ought not to be doing.

The CHAIRMAN. Maybe we should have a Walter Stults over there.

Mr. DAVIS. We will buy that.

Mr. STULTS. No, sir.

Those have all been fine men. But each one has had a very different point of view. It is difficult for us to talk to some man and say "Won't you invest a few thousand dollars in my SBIC," because we are not sure that SBA is going to want our kind of SBIC, or they might change the ground rules right down the road a little bit.

The CHAIRMAN. It has been our impression that they have all been very helpful. And certainly the Congress has been helpful. This committee has tried to be constructive and has supported your positions.

Mr. STULTS. Absolutely. We have no complaints at all about the congressional treatment we have received, Mr. Chairman.

The CHAIRMAN. Well, do you think this capital bank could be established by private capital, or will it require congressional action?

Mr. STULTS. We are working now very diligently on trying to get it funded privately.

The CHAIRMAN. Then you would not have all these problems?

Mr. STULTS. We would have many fewer problems if our partner, Uncle Sam, were not both a creditor and a regulator. This brings up, obviously, some very basic questions.

The CHAIRMAN. Mr. Davis, leave with the committee a copy of your SBIC tax bill for its consideration and evaluation.

Mr. Morton?

Mr. MORTON. Thank you, Mr. Chairman.

I certainly have gotten a lot out of the statements of Mr. Davis and his associates, and out of Mr. Stults' remarks.

I do not quite understand the position of the intermediate bank that you intend to establish. What credit position will it have vis-a-vis the public funds used through the Small Business Administration?

Mr. DAVIS. We are hopeful that we can obtain the private funds to fund the bank with no assistance at the Federal level. This is something we are going to have to explore. However, if it is necessary that there be a degree of assurances furnished, the private bank sector or the bank and insurance sector that will be the source of the funds, why then we will have to come back and we will have to explain the circumstances. In any instance, it is anticipated that there will be a lesser requirement from the Federal establishment with the establishment of this, and it will create funds that will move more easily into the marketplace than the present funds are moving.

Mr. STULTS. Just to supplement that, specifically we would envisage the SBA's fund remaining subordinate. SBA testified and the industry testified during the passage of the 1967 amendments that one of the reasons to make these instrumentalities subordinate was to encourage private advances in a senior position.

Mr. MORTON. Do you have in the SBIC's joint participation, say, with an insurance company, where you supply only a part of the credit or the funds that go to a company? Do you normally subordinate your money to any other institution that is participating?

Mr. DAVIS. The funds that SBIC will normally contribute to financing is invariably subordinate, or it has a longer term of nonamortization. It may be equal in the event of a default, but in most instances it is subordinate in the event of a default. We do that to encourage these other sums of money to enter the transaction.

Mr. MORTON. Is it your plan that this bank would be publicly held or would it be held by participating SBIC's?

Mr. DAVIS. We have considered that participating SBIC's would contribute a portion of their capitalization to assist in funding this.

Mr. MORTON. This, then, would give a real shot in the arm to the value of the stock of the SBIC's in the marketplace. I can see that.

Mr. DAVIS. Yes, sir.

Mr. MORTON. I know we are going to run out of time here, but let me ask a couple of other questions. Are most SBIC's specialized as to the type of loans and to the industries which they serve?

Mr. DAVIS. There are a few who started as specialists and continue as specialists. In a great number of instances they entered the program with a plan that they would be diversified, but their investment direction will move them into certain areas of specialization. And once they attain this specialization and recognize the pros and cons of the business, if it is attractive, then they develop a degree of specialization. The tendency, I would say, is for companies, after a period of time, and an experience in the broad marketplace, to develop specializations.

Mr. MORTON. Are companies which have developed a specialization the most successful ones?

Mr. DAVIS. I would say that that is so, because they have had good results, and therefore they concentrate in that market. This is a tendency.

Mr. MORTON. And, of course, they develop the expertise required to handle it?

Mr. DAVIS. Exactly. This is what is required. If their exposure is bad, that is the last time they specialize in that area, generally speaking. This is a specialization that develops through the years. As for myself, I am a geologist by nature. Thus, I am oil oriented. Even the

manufacturer in industry is oil oriented. We happen to be in textiles and other things too. That happened because these things came along. The geographic location also determines—if you are in Montana or Idaho, mining may become appropriate, and a specialization develops. A particular individual who is running that SBIC may have had small business experience in his own line. This is where he starts with his specialization.

Mr. MORTON. Are there many "shoppers" in the marketplace who go from SBIC to SBIC looking for a better deal?

Mr. DAVIS. They tell me that that occurs in some areas. I have to say to you that there is such a tremendous demand for our funds and our assistance that I think it is really an inconsequential development.

You mentioned earlier in questioning whether we were going to have restraint of trade problems. Generally speaking among knowledgeable SBIC's, we eagerly look for additional SBIC's, because it will broaden our impact. There are too few people who know what the SBIC is and what it can do for them. This is part of the educational program. The more companies that are available, the more exposure, the better the opportunity to have more of that assistance come from us. And we are available. At a time when few dollars are available in the marketplace today, we have money. The problem is, How do we get business to know that we are here ready to help them? We are proceeding in that direction.

Mr. MORTON. One final question. How do you feel toward equity versus straight loan financing? Do you feel the SBIC industry generally should lean more toward the purchase of part of the equity or should it, perhaps, continue in long-term funding, bonds and loans?

Mr. DAVIS. Well, my company originally was predicated on the basis that we would loan only, with an eleven times leverage. I had it all carefully figured out. I discovered within 18 months that it was impossible.

Since that time practically all of our deals are combination—equity in portion, and loan in large portion. In my opinion the pattern of what will develop in this industry in the next 5 years is that in excess of 80 percent of the fund will go into the combination transaction.

Now, the danger is that in reporting the equity portion may represent only $50,000. And the loan portion may be $500,000. But the fact is that it is an equity transaction in combination. I think that the days of the SBIC people that are exclusively lending money—they are lending it because they understand that. Once they get a taste of the opportunities that exist in equities, then they will be willing to let their money stay in. They are willing to ride for the benefits, because they can be so great. And with success stories all around them, the lenders are going to turn into equity operators; they have to.

Mr. MORTON. Do the regulations, which are an umbrella over your business, restrict you in——

The CHAIRMAN. Are they burdensome?

Mr. MORTON (continuing). Going to the marketplace for executive talent?

Mr. DAVIS. I must say this, that the greatest single problem that SBIC's have are the regulatory problems. This is not that we do not understand the problems that SBA has. We understand. For example, the industry is against control situations, just as the SBA is against

control. What happens is that we run into a problem of what constitutes control. An intelligent SBIC operator can engineer a loan agreement and can have control with 20 percent stock ownership. The important thing is that once an SBIC has been in operation for a great number of years, you can look at the overall pattern of that operation, and you can tell, is this an SBIC which seeks control, or is this one that runs from control? All most SBIC's want to do is make certain that it is in a position where it can enforce the agreements that it has with the small businesses it has financed.

I think this is generally the area. I have had lengthy discussions with SBA. You see, the problem is that whenever one thief is uncovered, there are a whole bunch of fences that are closed. And then that makes it more restricted for all the honest ones. Then if SBA finds another thief in another area, it closes more fences. And all these things become more and more restrictive. And finally it became so difficult that we have serious problems in operating at all.

Mr. MORTON. That is all. Thank you.

The CHAIRMAN. Mr. Mitchell.

Mr. MITCHELL. Are you suggesting on these matters that SBA should not have regulations and guidelines, definite regulations which they should enforce and go by?

Mr. DAVIS. By all means. SBA should have regulations and should enforce them. We favor them. The problem lies in the fact that recently we have had a change in regulations. For example, SBA set one policy and held it for years. Now we have a change in position. This has created tremendous problems, for all SBIC's particularly smaller ones, because they are dealing with companies that are not established, that do not have management depth. You have a difficult situation in terms of trying to make sure that the terms of a loan agreement are complied with.

Mr. MITCHELL. You are thinking of stable, set rules, instead of indefinite rules.

Mr. DAVIS. Yes, that are worked out in conjunction with the industry and the SBA, with the industry recognizing what SBA's problems and obligations to the Congress and to the small business are.

Mr. MITCHELL. You do not want it lax, then?

Mr. DAVIS. No, we want it firm and reasonable.

Mr. MITCHELL. For a few years it was rather lax, and then——

Mr. STULTS. On this question of controlled companies—there were 97 control cases in 1966 and 1967, according to Mr. Moot. There are 20,252 outstanding financings right now. That's a tiny percentage.

One thing that really hurts us is that 2 years ago a brandnew administrator came in and said that there are not more than 200 decent guys in this whole industry. Today Mr. Moot says there are 395 good ones who will serve as the nucleus of an industry. That really hurts. How do you attract capital to an industry when Uncle Sam is saying: "Two-thirds of all SBIC's should be thrown out"? I just plead——

The CHAIRMAN. When you revise your remarks——

Mr. STULTS. I just make a plea for the fact that here we are operating in the free enterprise tradition of venture capital. It is a tough enterprise. You have to keep alert. And at the same time we are operating within a Federal framework of regulation.

Mr. MORTON. Mr. Chairman, before you adjourn the hearing, I wonder if Mr. Stults would provide an additional statement analyzing the overlap among the agencies involved—the Small Business Administration, the Internal Revenue Service, the SEC, and any other regulatory agency, so we get this from the broad general aspects down to specifics, not from the Government's point of view, but from your point of view.

Mr. STULTS. Yes, sir.

Mr. MORTON. Could we have that, Mr. Chairman?

The CHAIRMAN. It may be included in the record.

(The information to be furnished for inclusion in the record at this point follows:)

NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES,
*Washington, D.C., June 12, 1968.*

Mr. JOE L. EVINS,
*Chairman, Select Committee on Small Business, House of Representatives, Rayburn House Office Building, Washington, D.C.*

DEAR MR. CHAIRMAN: At the end of our appearance before the House Small Business Committee on May 22, you kindly gave us permission to supplement our testimony with additional material. Attached are several items which were specifically discussed during our testimony.

I. The SBIC Tax Bill. I am enclosing a copy of H.R. 10410 which was introduced by Mr. Patman on May 29, 1967 and which is still pending before the House Ways and Means Committee. We hope very much it will be passed during this session. I am also enclosing a section-by-section analysis of the bill.

II. The Small Business Investment Act Amendments of 1967. I have summarized the most important features of last year's legislation.

III. NASBIC's Application to the Securities and Exchange Commission. During the hearings, Mr. Conte asked a question regarding our application to the SEC to have publicly-owned SBICs exempted from provisions of the Investment Company Act of 1940. Our General Counsel, Charles M. Noone, is preparing a memorandum on various overlapping regulatory authorities which will cover this point. Mr. Noone's memorandum will be sent to you in the next day or two. He will also send you a copy of our formal application to the Commission. I would like to point out, however, that we are not attempting to curtail stockholder protection in any way; we are only attempting to have one agency, rather than two, regulate SBICs in this field.

Thank you again for your continuing support for our industry and for the small businesses we are serving.

Sincerely,

WALTER B. STULTS,
*Executive Director.*

[H.R. 10410, 90th Cong., first sess.]

A BILL To amend the Internal Revenue Code of 1954 with respect to the income tax treatment of small business investment companies

*Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,* That this Act may be cited as the "Small Business Investment Company Tax Amendments of 1967".

SEC. 2. (a) Section 166 of the Internal Revenue Code of 1954 (relating to bad debts) is amended by redesignating subsection (h) as (i), and by inserting after subsection (g) the following new subsection:

"(h) SPECIAL RULE FOR SMALL BUSINESS INVESTMENT COMPANIES.—Notwithstanding section 165(g)(1) and subsection (e) of this section, subsections (a), (b), and (c) of this section shall apply, in the case of a taxpayer which is a small business investment company operating under the Small Business Investment Act of 1958, as amended, to a debt of a small business concern which is evidenced by a security as defined in section 165(g)(2)(C).

(b) Section 165(j)(4) of the Internal Revenue Code of 1954 (relating to losses) is amended by striking out "section 1243." and inserting in lieu thereof "sections 166(h) and 1243."

SEC. 3. Section 542(c)(8) of the Internal Revenue Code of 1954 (relating to exemption of small business investment companies from the definition of a personal holding company) is amended to read as follows:

"(8) A small business investment company which is licensed by the Small Business Administration and operating under the Small Business Investment Act of 1958, as amended, and which is actively engaged in the business of providing funds to small business concerns under that Act. This paragraph shall not apply if the small business investment company fails to meet restrictions on control of small business concerns by small business investment companies or on conflicts of interest involving the small business investment company, its shareholders and small business concerns financed by the small business investment company, set forth in regulations jointly promulgated by the Administrator of the Small Business Administration and the Secretary or his delegate."

SEC. 4. Section 851 of the Internal Revenue Code (relating to the definition of regulated investment company) is amended by inserting after subsection (e) the following new subsection:

"(f) SPECIAL RULE FOR SMALL BUSINESS INVESTMENT COMPANIES.—

"(1) GENERAL RULE.—Notwithstanding subsection (b)(4) of this section a small business investment company operating under the Small Business Investment Act of 1958, as amended, may be considered a regulated investment company for any taxable year if, at the close of the taxable year—

"(A) at least 50 percent of the value of its total assets is represented by—

"(i) cash and cash items (including receivables), Government securities and securities of other regulated investment companies, and

"(ii) other securities for purpose of this calculation limited in respect of any one issuer to an amount not greater in value than 20 percent of the amount of combined paid-in capital and paid-in surplus of the small business investment company and to not more than 50 percent of the outstanding voting securities of such issuer, and

"(B) not more than 25 percent of the value of its total assets is invested in the securities (other than Government securities or the securities of other regulated investment companies) of any one issuer, or of two or more issuers which the taxpayer controls and which are determined, under regulations prescribed by the Secretary or his delegate, to be engaged in the same or similar trades or businesses or related trades or businesses.

"(2) TEN-YEAR LIMITATION.—

"(A) Securities of an issuer in which the small business investment company has continuously held any security of such issuer (or of any predecessor company of such issuer as determined under regulations prescribed by the Secretary or his delegate) for 10 or more years may not be taken into account for the purpose of subparagraph (A)(ii) of paragraph (1) unless such securities are limited in respect of any such issuer to an amount not greater in value than 5 percent of the value of the total assets of the taxpayer and to not more than 10 percent of the outstanding voting securities of such issuer.

"(B) Section 851(d) shall not apply in determining whether a small business investment company qualifies as a regulated investment company for any taxable year if at the close of such year it owns securities of an issuer in which such small business investment company has continuously held any security of such issuer (or any predecessor of such issuer as determined under regulations prescribed by the Secretary or his delegate) for 10 or more years and such small business investment company would not have qualified as a regulated investment company for any prior taxable year unless securities of such issuer were taken into account under subparagraph (A)(ii) of this section.

"(3) APPLICABLE RULES.—For purposes of this subsection—

"(A) Section 851(c) shall apply except that in the case of securities of an issuer in which the small business investment company has not continuously held any security of such issuer (or of any predecessor company of such issuer as determined under regulations prescribed

by the Secretary or his delegate) for 10 or more years, the term 'controls' in subsection (c)(2) means the ownership of more than 50 percent of the total combined voting power of all classes of stock entitled to vote.

"(B) Except as provided in subsection (f)(2)(B), section 851(d) shall apply except that the term 'quarter' shall mean 'taxable year'."

SEC. 5. Section 1242 of the Internal Revenue Code of 1954 (relating to losses on small business investment company stock) is amended by inserting "(a) GENERAL RULE.—" before "If—", and by striking "shall be treated" in the first sentence and inserting in lieu thereof "shall, to the extent provided in this section, be treated", and by adding at the end thereof the following new subsections:

"(b) MAXIMUM AMOUNT FOR ANY TAXABLE YEAR.—For any taxable year, the aggregate amount of the loss on stock in a small business investment company which was acquired by the taxpayer after May 29, 1967, and which is treated by the taxpayer by reason of this section as a loss from the sale or exchange of property which is not a capital asset shall not exceed—

"(1) $25,000, or

"(2) $50,000 in the case of a husband and wife filing a joint return for such year under section 6013.

"(c) CARRYOVER OF LOSS ON SBIC STOCK.—The amount of loss on stock in a small business investment company which is not deductible because it exceeds the limitations provided in subsection (b) shall be carried to the succeeding taxable year. In the succeding taxable year, the amount of loss carried to such year shall reduce—

"(1) the excess of the net short-term capital gain over the net long-term capital loss, and, to the extent the amount of loss carried to such year is greater than such excess,

"(2) the excess of the net long-term capital gain over the net short-term capital loss.

The unused amount of loss carried to such year shall be considered as incurred on stock in a small business investment company in such year."

SEC. 6. Section 1243 of the Internal Revenue Code of 1954 (relating to losses of small business investment companies) is amended to read as follows:

**"SEC. 1243. GAIN OR LOSS OF SMALL BUSINESS INVESTMENT COMPANY.**

"(a) LOSSES FROM EQUITY SECURITIES.—In the case of a small business investment company operating under the Small Business Investment Act of 1958, as amended, if, for a taxable year—

"(1) losses from sales or exchanges of equity securities acquired pursuant to the Small Business Investment Act of 1958, as amended, and in accordance with regulations of the Small Business Administration prescribed under such Act, exceed gains from the sales or exchanges of other such equity securities, and

"(2) such losses would (but for this section) be losses from the sales or exchanges of capital assets, then the excess of such losses over such gains shall, to the extent provided in this section, be treated as losses from the sales or exchanges of property which are not capital assets.

"(b) MAXIMUM AMOUNT FOR ANY TAXABLE YEAR.—

"(1) IN GENERAL.—For any taxable year, the aggregate amount treated by a small business investment company by reason of subsection (a) as losses from the sales or exchangers of property which are not capital assets shall not exceed $100,000.

"(2) STOCK REQUIRED BY CONVERTING CERTAIN DEBENTURES.—If a loss incurred on or before March 31, 1972, is on stock received pursuant to the conversion privilege of a debenture which was acquired by the taxpayer (pursuant to section 304 of the Small Business Investment Act of 1958) before May 29, 1967, then the amount of such loss, or the excess of losses from sales or exchanges of equity securities over gains from sales or exchanges of other such equity securities if less, which exceeds the limitation of paragraph (1) shall be treated as a loss from the sale or exchange of property which is not a capital asset during the taxable year.

"(c) CARRYOVER OF LOSS FROM EQUITY SECURITIES.—The amount of loss on equity securities which is not deductible for a taxable year under this section because of the limitation of subsection (b) shall be treated as a loss from a sale or exchange of equity securities held for not more than 6 months in the succeeding year.

"(d) SPECIAL RULES FOR DETERMINING BASIS OF STOCK.—For purposes of determining the amount of gain or loss (if any) from the sale or exchange by a

small business investment company of stock acquired by such company pursuant to the Small Business Investment Act of 1958, as amended, and in accordance with regulations of the Small Business Administration prescribed under such Act, the basis of such stock shall be reduced (but not below zero) by an amount equal to the amount of any distribution received by such company with respect to such stock on or after the date of the enactment of this subsection, to the extent that any such distribution is made by the distributing corporation out of its earnings and profits accumulated prior to the date of the acquisition of such stock by the small business investment company.

"(e) GAIN OR LOSS FROM DEBT.—

"(1) GENERAL RULE.—A debt acquired pursuant to the Small Business Investment Act of 1958, as amended, and in accordance with the regulations of the Small Business Administration prescribed under such Act, shall not be treated as a capital asset, whether or not it is evidenced by a security defined in section 165(g)(2)(C).

"(2) SPECIAL RULE FOR CONVERTIBLE DEBENTURES.—

"(A) DETERMINATION OF COST.—For purposes of this section and section 16(h), in determining the cost of a convertible debenture, amounts paid to acquire the debenture shall be allocated first to the debt to the extent of the redemption price at maturity, and thereafter to the conversion privilege. In the sale or exchange of a convertible debenture, amounts received in excess of the redemption price at maturity shall be treated as received in exchange for the conversion privilege.

"(B) COMPUTATION OF RESERVE FOR BAD DEBTS.—If the taxpayer exercises the conversion privilege of a debenture during the taxable year, the amount by which the reserve for bad debts which is allowable to the taxpayer under subsections (c) and (h) of section 166 is reduced by reason of such exercise shall be included in the taxpayer's gross income for such taxable year, but only to the extent that the actual reserve for bad debts at the end of the taxable year exceeds the allowable reserve for bad debts at the end of such taxable year.

"(f) DEFINITION OF EQUITY SECURITIES.—For purposes of this section, the term 'equity securities' means—

"(1) stock of any class of type;

"(2) any option or conversion or exchange privilege issued and/or acquired in connection with the purchase of any stock, convertible debenture, or debt instrument; or

"(3) any combination of the foregoing."

SEC. 7. (a) The amendments made by sections 2, 4, and 6 shall apply to taxable years beginning on or after April 1, 1968.

(b) The amendments made by section 3 shall apply to taxable years beginning on or after the date on which regulations contemplated by section 3 are promulgated.

(c) The amendments made by section 5 shall apply to taxable years ending after the date of the enactment of this Act.

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## I. SUMMARY OF H.R. 10410, SBIC TAX BILL

### SECTION-BY-SECTION ANALYSIS OF THE BILL

The bill would amend the Internal Revenue Code with respect to the tax treatment of small business investment companies (SBICs), in order to aid such companies in carrying out the purposes of the Small Business Investment Act of 1958. Experience under the SBIC program has shown that these tax amendments are necessary to correct certain problems and deficiencies which have become apparent in present law. The bill is thus an important element in the legislative program which has been developed to improve the industry through providing for larger and more effective SBICs, attracting investment in them, and encouraging them to engage in more equity-type financing of small concerns.

#### BACKGROUND OF THE LEGISLATIVE PROGRAM

The central purpose of the Small Business Investment Act is, by means of private SBICs, to assist small concerns in obtaining high risk venture capital not readily available from normal financing sources. Congress found clear evidence of the need for such an institution when it established the program in 1958, and

we believe there is an even greater need today. While the SBIC program has assisted many small business concerns since its creation, the program has yet to fulfill the potential envisaged for it by the Congress.

Studies of the industry have clearly demonstrated that larger SBICs are essential; that increased profitability is necessary to attract more private capital to the program; and that it would be desirable for SBICs to give greater emphasis to equity-type financing of small concerns.

Analysis of results under the program to date indicates that it is extremely difficult for a small SBIC to operate both properly and profitably. A disproportionate number of the violations of SBA regulations have been perpetrated by smaller SBICs. At the same time, the inability to generate sufficient revenue to support a professional full-time staff has made it virtually impossible for many of the smaller SBICs either to make the kind of comprehensive investigations prior to investment which are necessary for stable and profitable operations, or to provide continuing advisory services to portfolio concerns. Statistical data on the industry shows that, while the largest SBICs reported a 3.3 percent return on invested capital, the smallest size category reported a 2.3 percent loss on invested capital. We have concluded that profitability of SBICs is closely related to size; up to a level much larger than the average SBIC in today's industry, the larger the concern, the greater are the earnings on the dollars invested. We believe that at least $1,000,000 private capital is needed for successful operation.

It is essential that additional funds be attracted from the private sector into the SBIC program. While the proportion of Federal injection into the program has been somewhat less than that originally anticipated ($260,000,000 in Federal funds, compared to $475,000,000 in private capital), there is clearly a need for additional private investment, and there is reason to believe that those additional funds will not be forthcoming without major changes in the program. There have been very few public offerings of SBIC stock in the last several years, and most SBICs have considerable difficulty in attracting private loan or equity funds to increase the size of their operation. In order to attract increased investment, it is necessary not only to make the SBIC a more profitable operation, but to increase the leverage which is available to the SBIC itself. For the first time since the inception of the program, the industry as a whole showed a profit during the last reporting year. However, that profit is not adequate to make the SBIC an attractive investment, compared to alternative uses of investors' funds.

One of the most attractive forms of SBIC investment, from the point of view of the small business concern receiving the funds, is provision of equity capital. Yet, for a variety of reasons, SBICs have not engaged sufficiently vigorously in this form of investment: some 50 percent of SBIC investments are in the form of straight loans, about 33 percent in convertible debentures and loans coupled with options or warrants, and only about 17 percent in stock-purchase transactions. Our study indicates that the most profitable operations can be expected from SBICs which place at least 65 percent of their funds in investments other than straight loans, i.e., in equity or loans with equity features. To carry out adequately the purposes of the program, it is therefore essential that this form of investment be encouraged to the maximum extent feasible.

In order to achieve these aims of increased size, attracting more private capital and encouraging equity investments, legislation to amend the Small Business Investment Act is proposed concurrently, in a bill which would:

1. Establish a minimum SBIC private capital investment of $1 million;
2. Provide for Government loans on a two to one ratio to private capital, to a maximum of $7½ million; and
3. Provide additional leverage up to $2½ million to larger SBICs, as an incentive for greater investment in equity type financings.

This program legislation and the tax amendments form an integrated plan for remedying the major problems which have hampered the SBIC industry. Enactment of both bills is therefore vital to the future effectiveness of this promising Congressional vehicle for helping to supply the growth capital needs of small concerns.

### TYPES OF FINANCING BY SBICS

A primary purpose of these tax proposals is to amend certain provisions of the Internal Revenue Code which operate to encourage SBICs to make straight loans rather than equity-type investments. In order to understand the effects of these provisions, it is helpful first to survey the methods which SBICs employ to provide funds to small concerns.

There are three basic financing techniques used by SBICs: (1) straight loans; (2) direct purchases of stock; and (3) debt transactions with equity features, including convertible debentures and stock purchase options or warrants.

Straight loans must have a maturity of at least five years. While they may be subordinated in some instances, typically, they are secured long term installment notes paying relatively high interest rates. They provide no equity-type capital for the small business concern.

Direct purchases of stock in small companies are generally more advantageous to the small concerns. Stock purchases are nonamortizable and non-interest bearing. These features are important to many newly organized small business concerns that cannot make principal and interest payments, as well as to established concerns which need sizeable funds for new product development, expansion and for other large scale improvements. Large concerns can generally acquire funds through stock issues. Small concerns, however, are characteristically unable to obtain funds through the public securities market, typically because they are either too small or unseasoned. Equity investments by SBICs also serve to improve the balance sheet position of small concerns, enabling such concerns to obtain additional credit and debt funds through customary lending channels.

Debt transactions with equity features provide for repayment with interest by the small business concern; but, more important, carry rights to convert debt into equity or to purchase capital stock at a pre-determined price at the option of the SBIC. Such financing can significantly aid the small business concern. The interest rate on debt with equity features is often less than on straight notes; the rate of amortization is likely to be less demanding; and additional equity funds may be provided to the small firm through the exercise of a stock purchase option.

TAX PROPOSALS

*Section 1. Title of bill*

This section provides that, when the bill is enacted, it may be cited as the "Small Business Investment Company Tax Amendments of 1967."

*Section 2. Bad debt and reserve for loss treatment*

The Internal Revenue Code allows a loss deduction for debts which become wholly or partially worthless during any taxable year; or, in lieu thereof, the taxpayer may elect to set up a bad debt reserve. The Internal Revenue Service has allowed SBICs to establish bad debt reserves based upon 10 percent of their outstanding loans. The 10 percent allowance is to apply for a period of 10 years (dating back to 1959), after which an SBIC's own loss experience will be used to determine the reasonableness of further additions to its reserves. The treatment does not extend to debt instruments issued with interest coupons or in registered form.

The bill would allow SBICs an ordinary loss deduction with respect to debts issued with interest coupons or in registered form which become wholly or partially worthless; or, in lieu thereof, the SBIC would be permitted to make appropriate additions to reserves for losses. The amendment would provide an added incentive to SBICs to enter into all forms of debt financing, including investments providing for longer terms, subordination or other equity type features.

Inasmuch as the SBIC program will be undergoing substantial changes in the event of passage of the remainder of its legislative program, SBA has requested the Internal Revenue Service to (1) extend the ten year period for ten percent reserve allowances; and (2) broaden the base for reserve treatment to include those forms of debt instruments which would qualify for loss reserve treatment under the new legislation.

*Section 3. Personal holding company tax exemption*

Under existing law, the privately owned SBIC may well fall within the Code definition of a "personal holding company" and be required to pay the penalty tax imposed on such companies. The 86th Congress added what is now subsection (c)(8) to Section 542 of the Code to exempt, with certain restrictions, SBICs from the personal holding company tax. These restrictions were believed to be necessary to prevent unwarranted exemption from the personal holding company tax in cases where the SBIC was being utilized as an "incorporated pocketbook" to finance the business ventures of its shareholders and not to serve the purposes of the small business investment program.

As written, subsection (c)(8) denies the exemption to an SBIC if the shareholder of an SBIC also owns a 5 percent or more interest in its portfolio company, no matter how insignificant his interest in the SBIC may be. Additionally, the 5 percent interest in the portfolio company may be "directly or indirectly" owned.

While there appears to be some uncertainty, this provision could be interpreted to mean that a shareholder of an SBIC owns his prorata share of the SBIC's interest in a portfolio company. As a practical matter, the interpretation would destroy the exemption for those closely held SBIC's that make equity financings. Consequently, the present restrictions have an inhibiting effect upon equity financings by closely held companies and clarification of this problem is desirable.

SBA has promulgated regulations designed to prevent SBIC control of small business concerns and conflicts of interest between SBICs, its shareholders and small business concerns. The bill is designed to conform the treatment of SBICs for tax and non-tax purposes, as well as to avoid the undesirable inhibition which existing law may impose on the activity of closely held SBICs. Under the bill, the Department of the Treasury and SBA will promulgate mutually agreed upon regulations. It is expected that these regulations will closely follow SBA's present regulatory policy on self-dealing and ownership limitations, and any SBIC complying with such regulations will be exempt from the personal holding company provisions.

*Section 4. Regulated investment companies*

Publicly owned SBICs are required to register under the Investment Company Act of 1940. As with other companies so registered, the SBICs can qualify for the special income "pass-through" provisions of the Code, generally permitting taxation of SBIC earnings at the shareholder's level only, if they meet the requirements of Subchapter M. Because of the diversification requirements of that Subchapter, it is estimated that only 4 of the 40 otherwise eligible SBICs have been able to qualify for "pass-through" provisions.

At present, to qualify for Subchapter M treatment, an SBIC must show at the end of each quarter of its taxable year that it has at least 50 percent of its assets in (1) cash or Government securities, or (2) in other securities representing (a) not more than 5 percent of the assets of the investment company, nor (b) more than 10 percent of the outstanding voting stock of the portfolio company. The present law also limits to 25 percent of its total assets the amount that any single SBIC can invest in securities of two or more small business concerns which the taxpayer controls and which are in the same or similar trade or business.

The diversification tests were aimed at mutual funds, to insure that such companies do not unduly concentrate their assets in any one company or controlled group of companies, nor become operating companies through the use of subsidiaries. On the other hand, SBIC's must be encouraged to invest in new and frequently untried or high-risk situations.

The diversification tests create difficulties for SBICs for the following reasons: The SBIC must be able to invest in stock of small business concerns, a form of investment which incurs risk under present law since it raises the possibility of disqualification from pass-through privileges. The SBIC must be able to own a sufficient portion of such stock of a particular concern to exercise some degree of influence over the management of the concern. The SBIC must be able to invest a sufficient portion of its own assets into a small concern to warrant the pre-investment investigation necessary, particularly since the SBIC typically has a much smaller pool of resources than does a mutual fund. And the SBIC must be free to develop a degree of specialization in a particular industry if it desires to do so.

Under the bill, the test would be applied only at the end of the taxable year; the 10 percent test would, in the case of SBICs, be increased to 50 percent; and the 5 percent of total assets test would be changed to 20% of the total of paid-in capital and paid-in surplus of the SBIC. The latter change conforms to SBA rules on concentration of assets in any one company; it will also prevent resort to artificial borrowing for the sole purpose of enabling the company to meet the test by increasing assets. In order that SBICs may continue to build up a degree of specialization in the same or similar industries, the bill provides that the SBIC will not be deemed to have control over the small business concern unless its ownership consists of more than 50 percent of the total combined voting power of all classes of stock entitled to vote.

The Small Business Administration has promulgated rules generally governing the activities of SBICs in these areas. The bill would thus seek to conform the tax treatment of SBICs with the non-tax treatment wherever appropriate. In keeping with the general purpose of the Small Business Investment Act to encourage SBICs to maintain sources of funds ready for investment in new ventures, availability of the liberalized tests would be curtailed to the extent that the SBIC has continuously held any security of a particular portfolio concern for a period of ten or more years.

Recognizing the unique nature of SBICs and their investments by relaxing the diversification test applicable to them under Subchapter M would have the effect of encouraging the flow of private capital into the program. The present inability to pass profits directly to stockholders dampens investor interest in the SBIC program and severely hampers SBA's efforts to encourage equity financing by SBIC's.

*Section 5. Ordinary losses to SBIC shareholders*

Congress enacted in 1958 as part of the SBIC legislation, Section 1242 of the Code which provides that any loss on SBIC stock shall be treated by a shareholder as an ordinary loss rather than a capital loss. As part of the overall SBIC tax revision, the Treasury Department desires that monetary limits be placed on this provision. It will thus generally conform with Section 1244 of the Code, which provides for ordinary deductions by individuals for losses on direct investments in small business stock as defined in that Section.

The Treasury Department and SBA have agreed upon the following proposals:

1. The amount which can be treated as an ordinary loss in any taxable year would be limited to $25,000 per taxpayer, or $50,000 in the case of a joint return.

2. Any amount in excess of such limitations may be carried forward as a capital loss to an unlimited number of successive years; and, to the extent not so utilized in each such year, may (within monetary limits as in the year of loss) be treated as an ordinary loss for any taxable year.

3. The limitations will not, however, apply to losses incurred on SBIC stock which was acquired by the taxpayer prior to the date of the introduction of this legislation.

*Section 6. Gains and losses on SBIC investments*

A major incentive to stimulate private investments in SBICs was the enactment in 1958 of Code section 1243. This section permits SBICs to treat its losses on convertible debentures of portfolio concerns and the stock into which such debentures are converted (the only equity investment permitted SBICs at that time) as ordinary losses. In 1960, Congress amended section 304 of the SBI Act to permit SBICs to make all types of equity investments to small business companies. Section 1243 was never amended to cover the broader range of equity investments.

Section 6 of the bill would extend ordinary loss treatment to losses incurred by SBICs on all types of investments in small business concerns. Debts owed by small business concerns to small business investment companies would be treated as an inventory asset. Thus, losses on any sale or exchange of such assets would be deductible from ordinary income without limitation. Gains on debt would be treated as ordinary income, but this would not represent any substantial change from present law which generally treats such gains as discounted interest.

To the extent that a small business investment company incurs a net loss from sales or exchanges of equity securities, it would be entitled to deduct the amount of such a loss from its ordinary income subject to limitations which are in accord with Treasury Department policies. The amount for the deduction in any taxable year would be limited to $100,000, and the amount of any deductible loss in excess of this limitation would be carried to a subsequent year and treated as if it had been incurred on an equity security in that year. The term "equity securities" would be defined to mean stock of any class or type; any option or conversion or exchange privilege issued and/or acquired in connection with the purchase of any stock, convertible debenture or debt instrument; or any combination of the foregoing.

To protect the loss position of SBICs which have conversion privileges (or stock acquired on the exercise of such a conversion privilege) in connection with debentures acquired before the introduction of this proposal, a special rule would permit deduction of the full amount of a loss on such stock acquired by exercising the conversion privilege of such a debenture in the year in which the loss is incurred if the loss is incurred on or before March 31, 1972.

By limiting tax advantages to other forms of SBIC financing, Section 1243 presently inhibits SBICs from making direct purchases of stock in small companies. The amendment will remove this disparity and stimulate increased stock investments.

*Section 7. Effective dates*

The bill provides that the amendments of Section 5 (ordinary losses of SBIC shareholders) shall apply to taxable years ending after the date of enactment; the amendments of section 3 (personal holding company tax exemption) shall

apply to taxable years beginning on or after the date on which the joint regulations under the section are promulgated by SBA and the Treasury Department; and the amendments of sections 2 and 6 (treatment of SBIC investments) and of section 4 (regulated investment company provisions) shall apply to SBIC taxable years beginning on or after April 1, 1968.

## II. Summary: Small Business Investment Act Amendments of 1967

(Public Law 90–104 marked a redesign of the SBIC program established by the Small Business Investment Act of 1958)

*1. SBA authorized to lend to SBIC's on better terms.*

The 1967 Amendments allow SBA to make 15-year loans to SBIC's on a subordinated basis at a rate of interest which will at least cover the cost of money to the Treasury. The length of the loan, plus its subordination, will permit many SBICs to obtain more resources by borrowing also from private sources.

*2. SBA may lend more to larger SBICs*

Prior to 1967, the program discriminated against medium size and larger SBICs, since full leverage from the government was available only up to $700,000 in private capital. The new version permits the 2-to-1 borrowing from SBA for SBICs with up to $3.75-million in private capital.

*3. SBA may give additional incentives to equity-oriented SBICs*

The new law allows SBA to make further loans to SBICs which place at least 65% of all their funds in "venture capital" financings. Such investments are usually riskier than straight loans, but meet an area of special need by American small business.

*4. Banks may invest more of their capital in SBICs*

The new law allows commercial banks to put up to 5% of their capital in SBICs—as opposed to the previous limit of 2%. At the same time, no bank may henceforth own more than 49% of the stock of an SBIC (grandfather rights are given to present licensees).

*5. SBA given the right to appoint an SBIC Advisory Council*

This has been done and should give continuity to the program.

*6. SBA must examine every SBIC at least once each year*
*7. SBA, Treasury, SEC, and the Bureau of the Budget*

They are all directed to report to Congress on areas of small business concern within their fields of competence.

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National Association of Small Business Investment Companies

Washington, D.C., *June 13, 1968.*

Mr. Joe L. Evins,
*Chairman, Select Committee on Small Business,*
*House of Representatives, Rayburn House Office Building, Washington, D.C.*

Dear Mr. Chairman: In his letter of June 12, Walter Stults, Executive Director of NASBIC, stated that I would be sending you a copy of the Association's application to the Securities and Exchange Commission for exemptions for SBICs from the Investment Company Act of 1940. A copy of that application is enclosed.

During the hearings before your Committee on May 22, both Mr. Conte and Mr. Morton requested additional information from the NASBIC representatives with respect to overlap between the Small Business Administration, the Internal Revenue Service and SEC. The enclosed application to SEC will highlight some of the principal areas of overlaps between SEC and SBA. First and foremost, both Agencies regulate SBICs registered under the Investment Company Act of 1940 in a number of areas. The two Agencies for example have differing reporting, fidelity bond and safekeeping requirements.

More onerous than these areas are those relating to stock options and affiliated transactions. While SBA quite properly permits privately owned SBICs to issue qualified stock options to officers and employees of SBICs, the SEC staff takes the position that the provisions of Sections 18 and 23 of the Investment Company Act of 1940 will not permit the issuance of stock options by publicly owned SBICs to their personnel. This is a particularly critical problem for our industry where the

need for attracting and holding able executives is so important to the future of the program. By reason of the inability of publicly owned SBICs to issue qualified stock options, the industry has already seen several able executives leave the SBIC program to go with other corporations that can legally issue stock options.

Section 17 of the Investment Company Act of 1940 empowers SEC to regulate affiliated transactions. Section 312 of the Small Business Investment Act of 1958 empowers SBA to regulate conflicts-of-interest. The two areas are essentially identical, and yet SEC insists on its right to police publicly owned companies while SBA's own regulations in this area are, in our opinion, entirely adequate to accomplish the purposes of both Agencies under their statutory authorities.

As you will note, the thrust of our application filed March 15, 1968 with SEC would transfer to SBA regulatory jurisdiction those provisions of the Investment Company Act of 1940 deemed applicable to SBICs and would thereafter exempt SBICs from the balance of the provisions of the Investment Company Act of 1940.

The overriding reason for the filing of the application was the urgent need of the SBIC industry to resolve the difficulties arising from the overlapping and sometimes conflicting rules of the two Agencies. We deem it essential to the intelligent management of an SBIC that it be answerable insofar as possible to one Agency, and in our view SBA, the Agency charged with the responsibility for licensing and generally regulating SBICs, is the Agency best qualified to assume full responsibility in this area.

We should like to stress that our application relates only to the Investment Company Act of 1940. It seeks no exemptions from the other federal securities laws. Specifically, we have no objection to the full disclosure requirements of the Securities Act of 1933 nor to the reporting requirements of the Securities Exchange Act of 1934 as they apply to SBICs.

The industry also seeks resolution of overlapping and contradictory regulations and rules in the tax area. Specifically, there are significant differences in the accounting rules applied to SBICs by SBA, the Internal Revenue Service and the SEC. Publicly owned companies are virtually obliged to keep three separate sets of books in order to report accurately to each of these three Agencies. It is our understanding that the National SBIC Advisory Council is directing its attention to this particular problem, and we are hopeful of obtaining some relief.

Another vexing problem in the tax area relates to the reserve for bad debts. By Revenue Ruling 64–48, IRS authorized SBICs to establish bad debt reserves equal to ten percent of outstanding loans. By its terms, Revenue Ruling 64–48 "applies for a period of ten years beginning with 1959." The Ruling then went on to state:

"When the ten-year period expires an SBIC's own loss experience will be used to determine the reasonableness of further additions to its reserves. After 1968 a new SBIC, or one that has not been in existence a sufficient number of years to provide adequate loss experience data for establishing reasonable bad debt reserves, will be permitted to use an average loss experience factor computed on an industry-wide basis until it has sufficient loss experience of its own."

Despite the foregoing language, neither IRS nor any other agency has yet developed "an average loss experience factor computed on an industry-wide basis . . ." Meanwhile, IRS has informed NASBIC that in its opinion, Revenue Ruling 64–48 will not be available to SBICs for tax years beginning in 1968. This leaves the industry in the position of not knowing what the IRS position will be hereafter with respect to SBIC bad debt reserves. A questionnaire is now in preparation to go to all Licensees to develop statisitcal data with reference to realized losses for all tax years from 1960 through 1968.

Meanwhile, NASBIC has been urging IRS to make permanent Revenue Ruling 64–48 or at least to extend it for a sufficient number of years to permit the industry to develop statistics relating to actual loss experience. IRS and the Treasury Department have indicated that they will not consider any extension or modification of Revenue Ruling 64–48 unless and until they receive statistical data on which to base a judgment with respect to such extension or modification.

Here again, the industry is hopeful that the new Advisory Council will be of some assistance in resolving this particular problem.

Another long pending problem in the tax area relates to the tax treatment of options received by lenders, including SBICs. IRS published proposed regulations on this subject in 1963, and we have been assured repeatedly that the final regulations would be forthcoming shortly. They have not been published as of this date, and the whole question of the tax treatment of options and warrants received by SBICs thus remains a very troublesome area for the industry.

We shall be pleased to supply such additional information as you may desire with respect to these and other matters relating to the SBIC industry.

Sincerely yours,

CHARLES M. NOONE, *General Counsel.*

APPLICATION FOR EXEMPTION FROM PROVISIONS OF THE INVESTMENT COMPANY ACT OF 1940 OF NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES

APPLICATION

*Applicant*

The National Association of Small Business Investment Companies ("NASBIC") is a trade association the active membership of which consists of 30 small business investment companies ("SBICs") licensed by the Small Business Administration ("SBA") pursuant to the provisions of the Small Business Investment Act of 1958, as amended ("1958 Act").

Of the 230 active members of NASBIC, 29 are registered as closed-end management investment companies under the Investment Company Act of 1940 ("1940 Act").

While the 230 SBICs belonging to NASBIC represent only half of the 462 SBICs whose licenses remain outstanding, it is estimated that the assets of NASBIC member companies account for 80% of the assets currently committed to the SBIC program.

*Purpose of Application*

The purpose of this Application is to secure an exemption for SBICs from those provisions of the 1940 Act not applicable to SBICs and to transfer to SBA the administration of those provisions of the 1940 Act deemed applicable to SBICs. The Application is submitted pursuant to the provisions of Section 6(c) of the 1940 Act on behalf of member companies of NASBIC registered under the 1940 Act.

*Statutory Basis For Requested Exemption*

Section 6(c) of the 1940 Act provides as follows:

"The Commission, by rules and regulations upon its own motion, or by order upon application, may conditionally or unconditionally exempt any person, security, or transaction, or any class or classes of persons, securities, or transactions, from any provision or provisions of this title or of any rule or regulation thereunder, if and to the extent that such exemption is necessary or appropriate in the public interest and consistent with the protection of investors and the purposes fairly intended by the policy and provisions of this title."

*Statement of Grounds for Application*

We submit that the requested exemption is "necessary" and "appropriate in the public interest", as required by Section 6(c), for the following reasons:

1. It is recognized that the thrust of the 1940 Act is investor protection. The thrust of the 1958 Act, as set forth in Section 102 of that Act (15 U.S.C. § 661 (1964)), is the establishment of "a program to stimulate and supplement the flow of private equity capital and long-term loan funds which small business concerns need for the sound financing of their business operations and for their growth, expansion, and modernization * * *."

The administration of the 1940 Act by the Commission and the administration of the 1958 Act by SBA has resulted in conflicting and dual regulation which in our view impedes the ability of SBICs to accomplish their statutory mission. We submit therefore that the investor protection goal of the 1940 Act and the financing mission of SBICs under the 1958 Act must be accommodated in such a fashion as to eliminate the present system of dual regulation. This can best be accomplished by transferring to SBA, the agency with the primary responsibility for the administration of the SBIC program, responsibility for administering those provisions of the 1940 Act deemed applicable to SBICs, thereafter exempting SBICs from SEC regulation under the 1940 Act so long as and to the extent that they comply with applicable SBA regulations. We explain below why we believe this can be done without compromising the Commission's responsibility for investor protection.

2. In the calendar year 1967, SBICs accounting for approximately one hundred million dollars of paid-in capital and surplus, nearly one-third of the total paid-in capital and surplus of the entire industry, announced their intention to leave the SBIC program. While this mass exodus can be attributed to a variety of factors,

it is clear to NASBIC that a dominant factor was and is the great difficulty of attempting to operate an SBIC subject to dual regulation by SEC and SBA. Such dual regulation inhibits the proper operation of an SBIC, and the continued failure to eliminate the dual regulation could well bring an end to the SBIC program. Such an end would benefit no one. The small business concerns of the nation who are the intended beneficiaries of the 1958 Act would clearly be the losers. The responsible regulatory agencies clearly have a duty to reverse the recent trend toward contraction of the SBIC program and to encourage its growth.

3. By virtue of Section 308(g)(2) of the 1958 Act as enacted in 1967 (Public Law 104, 90th Cong., 1st Sess. (Oct. 11, 1967)), SBA is now required to submit to the Congress in its annual report "full and detailed accounts" relating to certain matters including the following:

"(H) A report from the Securities and Exchange Commission enumerating actions undertaken by that agency to simplify and minimize the regulatory requirements governing small business investment companies under the Federal securities laws and to eliminate overlapping regulation and jurisdiction as between the Securities and Exchange Commission, the Administration, and other agencies of the executive branch."

The granting of the exemptions from the 1940 Act requested herein would be responsive to the foregoing statutory directive.

We likewise submit that the requested exemption would be "consistent with the protection of investors and the purposes fairly intended by the policy and provisions of this title", as required by Section 6(c) of the 1940 Act, for the following reasons:

1. As proposed hereinafter, we submit that the "protection of investors" in SBICs is already subject to administration by SBA. Implicit in SBA's statutory authority to license and regulate SBICs is its authority to ensure the protection of investors in SBICs. In addition, SBA Reg. 107.1004 (33 Fed. Reg. 334 (1968)) specifically provides, "Self-dealing to the prejudice of a small business concern, or of a Licensee *or its shareholders*, or of SBA, is prohibited." (emphasis added).

To the extent the Commission feels SBA regulations need modification to ensure additional protection for investors in SBICs, Section 6(c) of the 1940 Act vests in the Commission adequate authority to support its cooperation with SBA to that end.

2. SBICs are the only Federally licensed and regulated entities subject to regulation under the 1940 Act. Indeed, Section 3(c) of that Act specifically exempts from its operations a number of financial institutions not dissimilar from SBICs. For example, Section 3(c)(3) exempts "Any bank or insurance company; any saving and loan association, building and loan association, cooperative bank, homestead association, *or similar institution* . . .", and Section 3(c)(5) exempts "Any persons substantially all of whose business is confined to making small loans, industrial banking, *or similar businesses.*" (emphasis added).

We submit that had SBICs been in being when the legislation leading to the enactment of the 1940 Act was in Congress, SBICs would likewise have been expressly exempted from the provisions of the 1940 Act.

In short, it is our position that the regulation of SBICs under the 1940 Act was not and is not now one of the "purposes fairly intended by the policy and provisions of this title" as specified in Section 6(c) of the 1940 Act, and that certainly it was never intended that SBICs be subject to dual regulation by the Commission and SBA.

*Applicability of 1940 Act to SBICs*

The 1940 Act contains 53 sections. It deals with five types of investment companies and contains sections intended to regulate each of such types. For purposes of the 1940 Act, an SBIC falls within the type of company designated as a "closed-end management investment company." Relatively few sections of the Act are applicable to this type of company, and thus the vast majority of the sections of the 1940 Act have no applicability whatever to SBICs. Where sections of the 1940 Act are applicable to SBICs, as hereinafter noted, SBA has promulgated regulations which in our view are either sufficient in their present form or adaptable to meet 1940 Act requirements.

As previously noted, the thrust of the 1940 Act is investor protection. The companies which the 1940 Act was intended to regulate are mutual funds which invest almost exclusively in outstanding securities of well-known companies. As a group, mutual funds have contributed little new capital to industry. Their purpose is solely to provide an investment medium in outstanding securities for

relatively small investors. In contrast, SBICs are required by law to make direct investments in small business concerns. They perform largely the functions of investment bankers, the difference being largely the fact that they retain the securities underwritten by them for longer periods than the usual investment banker. The 1940 Act was not enacted to deal with the operations of investment banking firms. As previously noted, Sections 3(c)(2) and (5) of the 1940 Act specifically exempt companies whose business is of a character aproaching that of SBICs.

A detailed analysis of the 1940 Act makes it clear that a substantial number of the sections have no regulatory impact upon SBICs. Sections 1, 2 and 3, dealing respectively with Findings and Declaration of Policy, General Definitions and Definition of Investment Company, are not needed for regulation of SBICs. Sections 4 and 5, titled respectively Classification of Investment Companies and Subclassification of Management Companies, are inapplicable. The 1958 Act and SBA's regulations thereunder specify very precisely the requirements with respect to the organization, operation, authorities and limitations of SBICs. Section 6 of the 1940 Act, titled Exemptions, is likewise irrelevant for purposes of the 1958 Act.

Section 7 of the 1940 Act, dealing with Transactions by Unregistered Investment Companies, has no bearing upon an SBIC, the 1958 Act and SBA's regulations again specifically limiting the organization and operation of SBICs.

Section 8 of the 1940 Act, relating to Registration of Investment Companies, requires every company subject to the Act to file a registration statement reciting its proposed investment policy. While we have no objection to such registration by SBICs, and indeed would continue this requirement to accommodate SBICs electing to be taxed as regulated investment companies under Section 851 of the Internal Revenue Code of 1954, it should be noted that SBA regulations require each SBIC to set forth in its Proposal (SBA Form 414, Part I, Item 11(a)) a precise and detailed statement of its investment policy.

Section 9 of the 1940 Act, titled Ineligibility of Certain Affiliated Persons and Underwriters, makes it unlawful for persons who have been convicted of a crime involving securities or has been enjoined by a court for a similar offense within a 10-year period to serve as affiliated persons of an investment company unless exempted by the Commission. Comparable and even more stringent restrictions on such persons serving in SBICs are now contained in Section 314(c) of the 1958 Act (15 U.S.C. § 687f (Supp. II, 1965–66)). In addition, pursuant to its licensing authority, SBA now conducts extensive investigations and personal interviews with the proposed management of all new SBICs. Thus, it is our view that Section 9 of the 1940 Act is not necessary for the regulation of SBICs.

Section 10 of the 1940 Act inhibits certain affiliations of directors of an investment company with brokers, investment advisors or investment bankers. These strictures have a degree of merit in the case of the usual investment company engaged solely in the purchase of outstanding securities and are clearly intended to reduce business biases in the administration of the investment company. In our view, they are not applicable to SBICs which ordinarily have no brokerage business to distribute. Indeed, the presence of bankers and investment bankers on the board of directors of an SBIC is highly desirable and therefore should be encouraged rather than discouraged.

Sections 11 and 12 of the 1940 Act, titled respectively Offers of Exchange and Functions and Activities of Investment Companies, deal with matters which are of no regulatory importance insofar as SBICs are concerned.

Section 13 of the 1940 Act, providing that the investment policies established in the registration statement cannot be changed except by a vote of the majority of the company's shareholders, corresponds to SBA Reg. 107.1105(a) (33 Fed. Reg. 336 (1968)) which provides among other things that any change in an SBIC's investment policy must be reported to SBA within thirty days and that any such change "shall be subject to SBA post-approval as a condition for the continuance of the license." Thus, it would be our view that Section 13 of the 1940 Act is not necessary to the proper regulation of SBICs.

Section 14 of the 1940 Act, relating to Size of Investment Companies, finds its counterpart in Section 301(b) (15 U.S.C. § 681 (1964)) of the 1958 Act which vests in SBA the authority to approve "the amount and classes of its shares of capital stock" which an SBIC might issue. By Reg. 107.1105(a) (33 Fed. Reg. 336 (1968)), relating to post-licensing changes in an SBIC's activities, SBA also reserves the right to pass on any "increase in capitalization". Accordingly, Section 14 of the 1940 Act does not appear to be necessary to the administration of the SBIC program.

Section 15 of the 1940 Act, dealing with investment advisory contracts, finds its counterpart in SBA Reg. 107.809(a) (33 Fed. Reg. 332 (1968)), wherein SBA requires the filing of any contract entered into by the Licensee for investment advisory services and, where the SBIC is indebted to SBA, "reserves the right to approve the compensation of the investment adviser". The provisions in Section 15 of the 1940 Act dealing with underwriting contracts are in any event inapplicable to SBICs.

The thrust of Section 16 of the 1940 Act, governing changes in a company's board of directors, is implicit in SBA's statutory authority to license SBICs, incident to which it conducts investigations relating to the character and qualifications of proposed directors, and in its Reg. 107.1105(a) (33 Fed. Reg. 336 (1968)) requiring notification of changes in directors, specifying that such "changes shall be subject to SBA post-approval as a condition for the continuance of the license." Thus, Section 16 of the 1940 Act does not appear necessary to the proper regulation of SBICs.

Section 17 of the 1940 Act, relating to Transactions of Certain Affiliated Persons and Underwriters, presents particularly troublesome problems for SBICs registered under the 1940 Act. SBA's Reg. 107.3 (33 Fed. Reg. 327–28 (1968)), defining "Associate of a Licensee", when taken together with its Reg. 107.1004 (33 Fed. Reg. 334 (1968)), relating to Conflicts of Interest, deals adequately, in our view, with the matters encompassed within Section 17 of the 1940 Act. While the SBA regulations in this area are stringent, they are at least clear and susceptible of application to SBICs. The very nature of the operations of SBICs, involving as they do intimate and continuing association with their portfolio companies, constantly present the risk of inadvertently falling within the purview of Section 17 of the 1940 Act and the Commission's rules promulgated thereunder.

The Commission's Investment Company Act Release No. 5128 issued October 13,1967 invited comments on the proposed revision of Rule 17d–1 under the 1940 Act. Attached hereto (Exhibit A) for incorporation herein by reference is the letter of November 21, 1967 from the President of NASBIC to the Commission commenting on the proposed revision. For the reasons outlined in said letter of November 21, 1967, we renew herewith our application for exemption for SBICs from the application of Section 17 of the 1940 Act.

Section 18 of the 1940 Act, titled Capital Structure, is generally speaking inapplicable to SBICs. In fact, Section 18(a)(1) is specifically made inapplicable to SBICs by Section 307(c) of the 1958 Act.

Section 18(a)(2) of the 1940 Act, dealing with permissible issues of preferred stock, finds its counterpart in SBA Reg. 107.1401 (33 Fed. Reg. 337(1968)) which provides that where the capitalization of an SBIC is to consist of more than one class of stock, "the voting rights and other rights and remedies may not be inequitable or discriminatory, and may not unduly concentrate control or management of the Licensee through pyramiding, inequitable methods, or inequitable distribution." The same regulation further requires "Full disclosure of all voting rights and other rights and remedies of all classes of stock" to all shareholders prior to their purchase of stock.

Section 18(d) of the 1940 Act has been construed by the Commission to prohibit the issuance of stock options by registered investment companies. SBA Reg. 107.805 (33 Fed. Reg. 332 (1968)) specifically permits an SBIC to issue stock options to management and employees. We submit that SBICs now subject to the 1940 Act should likewise be permitted to issue stock options.

The success of the SBIC program will undoubtedly stand or fall on the capabilities of the management of the SBICs. With the present stress on more venture capital financing by SBICs and their continuing need to "plow back" earnings into additional investments and loans, the likelihood of SBICs having sufficient income to warrant salaries necessary to attract and hold qualified talents is not promising. Even if such income were available to pay higher salaries, the income tax applicable to such salaries would make them unattractive to the type of person ideally qualified to serve in an executive capacity with a venture capital institution such as an SBIC.

Stock options do serve as an attractive inducement to qualified managerial talent. This is attested to by the fact that the vast majority of companies traded on the national securities exchanges employ stock options extensively in compensating their executives.

Just within the past six months, two of the best executives in the SBIC industry, both employed by companies registered under the 1940 Act, left their SBICs to accept employment with other companies offering them stock options. In both instances, the executives made it clear that the availability of stock options outside the SBIC program was the deciding factor in their leaving their companies.

This program, hard pressed at best to find persons possessing the unique talents necessary to the successful operation of an SBIC, can ill afford to lose proven managerial talent to other industries simply by virtue of its inability to utilize stock options in compensating the people responsible for ensuring the success of their companies.

On February 20, 1962, NASBIC submitted a Proposed Rule 18d–1 to permit the issuance of "restricted stock options". Attached hereto (Exhibit B) is the text of the Proposed Rule 18d–1 as previously filed with the Commission. We request herewith that the Commission now exempt SBICs from those provisions of the 1940 Act which the Commission regards as prohibiting the issuance of stock options, or, in the alternative, that the Commission reconsider the Proposed Rule 18d–1 as submitted by NASBIC under date of February 20, 1962.

Sections 19 and 20 of the 1940 Act, relating respectively to Dividends and Proxies, could, if deemed necessary by the Commission, be incorporated in suitable SBA regulations.

The restrictions of Section 21 of the 1940 Act, relating to Loans, are now, in our view, adequately covered by SBA Reg. 107.1004 (33 Fed. Reg. 334 (1968)) relating to conflicts of interest and thus the need for applying Section 21 of the 1940 Act to SBICs is obviated.

Section 22 of the 1940 Act, titled Distribution, Redemption, and Repurchase of Redeemable Securities, deals with matters which are of no regulatory importance insofar as SBICs are concerned.

Section 23 of the 1940 Act, titled Distribution and Repurchase of Securities: Closed-End Companies, forbids such a company to issue any of its securities for services. With respect to the implied prohibition against stock options in this section, we incorporate herewith by reference our previous comments relating to Section 18 of the 1940 Act.

The same section also regulates the manner in which closed-end companies may repurchase their shares. SBA provides controls in this area under its Reg. 107.902 (33 Fed. Reg. 333 (1968)) governing voluntary capital decreases, and thus again, in our view, Section 23 of the 1940 Act need not be applied to SBICs.

Section 24 of the 1940 Act relates to the Registration of Securities Under Securities Act of 1933. We do not propose to exempt SBICs from the requirements of the Securities Act of 1933 and are of the view that the provisions of this section otherwise applicable to SBICs are now adequately treated under the 1958 Act and SBA's regulations thereunder.

Section 25 of the 1940 Act, relating to Plans of Reorganization, covers the same matters now subject to stringent regulation by SBA under its Reg. 107.701 (33 Fed. Reg. 331(1968)) relating to changes in ownership or control of an SBIC. Accordingly, we see no need for the duplicative application of Section 25 of the 1940 Act to SBICs.

Sections 26, 27, 28 and 29, relating respectively to Unit Investment Trusts, Periodic Payment Plans, Face-Amount Certificate Companies and Bankruptcy of Face-Amount Certificate Companies, all deal with matters which are of no regulatory importance insofar as SBICs are concerned.

Sections 30, 31 and 32 of the 1940 Act, relating respectively to Periodic and Other Reports, Accounts and Records and Accountants and Auditors, are all extensively covered by Section 310 of the 1958 Act (15 U.S.C. § 687b (Supp. II, 1965–66)) and by SBA Regs. 107.1101 and 107.1102 (33 Fed. Reg. 335–36 (1968)). Thus, in our view, the application of Sections 30, 31 and 32 of the 1940 Act to SBICs is not necessary.

Section 33 of the 1940 Act, titled Settlement of Civil Actions, requires certain reports relative to litigation, a subject expressly and adequately covered under SBA Reg. 107. 1102(g) (33 Fed. Reg. 335–35 (1968)). Accordingly, the application of Section 33 of the 1940 Act to SBICs would appear to be unnecessary.

Sections 34, 35, 36 and 37 of the 1940 Act, relating respectively to Destruction and Falsification of Reports and Records, Unlawful Representations and Names, Injunctions Against Gross Abuse and Larceny and Embezzlement, are now adequately covered, in our view, by Sections 313, 314, 315 and 316 of the 1958 Act, all by virtue of the Small Business Investment Act Amendments of 1966 (80 Stat. 1359–65 (1966)) 15 U.S.C. §§ 687e–h (Supp. II, 1965–66)). Accordingly, the application of the cited sections of the 1940 Act to SBICs is clearly unnecessary.

Sections 38, 39, 40 and 41 of the 1940 Act, relating respectively to (i) Rules, Regulations, and Orders; General Powers of Commission; (ii) Rules and Regulations; Procedure for Issuance; (iii) Orders; Procedure for Issuance; and (iv) Hearings by Commission, all basically relating to internal procedural matters

relative to the administration of the 1940 Act, would no longer be applicable to SBICs under our proposal.

Sections 42, 43 and 44 of the 1940 Act, relating respectively to Enforcement of Title, Court Review of Orders and Jurisdiction of Offenses and Suits, find their counterparts in Sections 315 and 316 of the 1958 Act as amended by Public Law 89–779 (15 U.S.C. §§ 687 g and h (Supp. II, 1965–66)). Accordingly, the application of the cited sections of the 1940 Act to SBICs would not appear to be necessary.

The balance of the 1940 Act, namely Sections 45 through 53, being largely of a housekeeping and procedural nature, would likewise appear not to be applicable to SBICs in light of SBA's existing statutory authority and regulations governing the same matters.

With respect to Section 47(b) of the 1940 Act, however, specific comment is in order. In light of SBA's enlarged regulatory authority pursuant to the Small Business Investment Act Amendments of 1966 (80 Stat. 1359–65 (1966)), the application of this section of the 1940 Act to SBICs would not appear to be necessary or desirable.

*Conclusion and Recommendation*

As noted at the outset, it is our view that the attainment of the Congressional goals laid down for the SBIC program in the 1958 Act can best be accomplished by eliminating any and all regulatory obstacles in the path to those goals. On the basis of nearly ten years of close study of the SBIC program, the officers and Executive Committee of NASBIC and member companies registered under the Investment Company Act of 1940 are of the common view that the dual regulation by the Commission and SBA over the SBIC program constitutes a substantial obstacle to the proper functioning of the program.

SBA has the primary responsibility under the 1958 Act to license and regulate SBICs. By virtue of Congressional action in every Congress since the enactment of the 1958 Act, and in particular the enactment of the Small Business Investment Act Amendments of 1966, SBA now has adequate statutory tools to permit its regulation of the SBIC program in the interests of small business concerns, SBICs and their investors. In addition, the personnel of the Investment Division of SBA, where the administration of the SBIC program is centered, now includes many personnel who formerly served with the Commission and thus are conversant with its policies and goals.

It is our further view that Section 6(c) of the 1940 Act vests in the Commission adequate statutory authority to grant exemptions to the extent necessary to permit the proper accommodation of the goals of the 1958 Act as well as those of the 1940 Act.

Accordingly, NASBIC recommends that the Commission delegate to SBA the authority to regulate SBICs now subject to registration under the Investment Company Act of 1940 in those areas where present provisions of the 1940 Act are deemed to be applicable to SBICs and that the Commission thereafter exempt SBICs from the application of the 1940 Act to the extent that SBA regulations deal with the applicable provisions of the 1940 Act in a satisfactory manner.

*Consent to Use of this Document in Evidence*

Pursuant to Rule 0–2(f), NASBIC hereby offers this application and all exhibits hereto and all Amendments hereof hereafter made, in evidence at any hearing with respect to the action herein sought, and requests that the original, a duplicate original, or a photocopy of this Application and any and all Amendments thereto, whether executed hereafter or concurrently herewith, be offered in evidence on behalf of NASBIC and be received in evidence as an exhibit of NASBIC in any such proceeding before the Securities and Exchange Commission, or any officer thereof or any trial examiner designated thereby, and that the verification of this Application and any Amendment hereof be considered as if the person signing such verification had personally appeared and testified orally under oath, duly administered, in any such proceeding to the statements contained in such verification.

*Exhibits*

A. Copy of letter to the Commission dated November 21, 1967 relating to proposed revision of Rule 17d–1 under the Investment Company Act of 1940.

B. Copy of Proposed Rule 18d–1 under the Investment Company Act of 1940 as submitted to the Commission by NASBIC under date of February 20, 1962.

*Signature*

NASBIC has duly caused this Application to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Washington, District of Columbia, on the 15th day of March, 1968.

NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES
By ELLIOTT DAVIS.

*Verification*

DISTRICT OF COLUMBIA, *SS:*

The undersigned, being duly sworn, deposes and says that he has duly executed the attached Application dated March 15, 1968, for and on behalf of the National Association of Small Business Investment Companies, that he is the President of said Association, and that all action by the Executive Committee and other bodies necessary to authorize deponent to execute and file such Application has been taken. Deponent further says that he is familiar with said Application and the contents thereof, and that the facts therein set forth are true to the best of his knowledge, information and belief.

ELLIOTT DAVIS.

Subscribed and sworn to before me, a Notary Public, this 15th day of March, 1968.

BERYL D. HUNDT, *Notary Public.*

My commission expires January 14, 1973.

EXHIBIT A

NATIONAL ASSOCIATION OF SMALL BUSINESS INVESTMENT COMPANIES,
*Washington, D.C., November 21, 1967.*

SECURITIES AND EXCHANGE COMMISSION,
*Washington, D.C.*

GENTLEMEN: The following comments are in response to the invitation contained in Investment Company Act Release No. 5128 issued October 13, 1967.

Subparagraph (d) of the proposed Rule 17d–1 would exempt from its application certain transactions but would then exclude from this exemption any situation where the investment company "controls" the portfolio concern.

Investment Company Act Release No. 3968 called attention to the fact that provisions of agreements between investment companies and portfolio companies and their affiliated persons might result in the investment company being regarded as in control of the portfolio concern.

By the very nature of their operations, small business investment companies generally enter into very carefully drawn agreements designed to protect their investments in portfolio concerns. The proposed Rule 17d–1, coupled with the Commission's rules and interpretations relating to "control", the admonitions contained in Investment Company Act Release No. 3968, and the ever-present potential liabilities arising under Section 47 of the 1940 Act, would require a small business investment company to apply for so many more orders of the Commission that compliance would become a major burden for both the industry and the Commission.

The Small Business Administration has promulgated a regulation to govern small business investment companies in situations giving rise to possible conflicts of interest (Section 107.716, Code of Federal Regulations). That regulation was promulgated pursuant to a specific statutory direction enacted in 1964 and now contained in Section 312 of the Small Business Investment Act of 1958, as amended.

In our view, the proposed Rule 17d–1 does not take into account the operating needs of our industry, the need for certainty, and the need to avoid overlapping regulations. We believe that the SBA rule is sufficient for all purposes related to your jurisdiction as well as that of SBA.

Accordingly, we recommend that a small business investment company registered under the Investment Company Act of 1940 be exempted not only from the proposed Rule 17d–1 but from the application of all of Section 17 of the 1940 Act and all Commission rules promulgated thereunder, provided such small business investment company is in compliance with SBA Reg. 107.716.

Representatives of this Association appeared yesterday before the full Commission to request a careful review of areas in which SEC and SBA rules and

regulations overlap and result in dual regulation of our industry to the detriment of our program and the benefit of no one.

The proposed rule presents an excellent example of the very type of situation we referred to yesterday, and we therefore urge you to accept our suggestion as a first step in the direction of eliminating unnecessary dual regulation between SEC and SBA with respect to our industry.

Sincerely yours,

MILTON D. STEWART, *President.*

EXHIBIT B

PROPOSED RULE 18(D)1 UNDER THE INVESTMENT COMPANY ACT OF 1940

Notwithstanding the provisions of Section 18(d) and Section 23(a) of the Investment Company Act of 1940, a small business investment company licensed as such by the Small Business Administration pursuant to the authority granted such Administration by the Small Business Investment Act of 1958, as amended, and registered with the Commission, pursuant to the Investment Company Act of 1940, may adopt a plan to grant and may grant stock options to its officers and employees and issue stock upon exercise of such options on the following terms and conditions:

1. Options may be issued only to officers and employees of the small business investment company and the right to exercise such option shall continue only so long as such officer or employee is actually employed by the company or not later than three months after the date he ceases to be an employee, except that such option may be exercised upon his death by his estate or legal representative within three months after such death.

2. No one person shall receive options in excess of 40% of the total options permitted to be issued under the plan, provided however that in cases of persons whose annual cash compensation equals or exceeds $50,000. The aggregate exercise price of the options at the time of their grant shall not exceed 200% of such annual cash compensation.

3. The total number of shares to be issued under the terms of the plan shall not exceed at any one time an amount greater than 5% of the then outstanding shares of the class of the securities which is the subject of the option.

4. The exercise price of the options shall be at least equal to the fair market value of the shares which are the subject of the option on the date of the granting of such option, or on the date any reduction is made in the exercise price because of a decline in the average market price of the underlying security as described and permitted in Section 421 of the Internal Revenue Code as it now exists or is hereafter amended, provided, however, that in the case of any person who owns securities possessing more than 10% of the total combined voting power of all classes of securities of the company, the option price shall be at least 110% of the fair market value of the securities subject to the option on the date of grant of such option and by its terms such option is not exercisable after the expiration of five years from the date such an option is granted. For the purposes of this paragraph, an individual shall be considered as owning (i) the securities owned directly or indirectly by or for his brothers and sisters (whether by the whole or half blood), spouses, ancestors and lineal descendants, and (ii) stock owned directly or indirectly by or for a corporation, partnership, estate or trust shall be considered as being owned proportionately by or for its shareholders, partners or beneficiaries.

5. The stock option plan shall be duly approved by the holders of a majority of the securities of the small business investment company, present or represented, entitled to vote at a meeting for which proxies are solicited substantially in accordance with the rules and regulations, if any, then in effect under Section 20(a) of the Investment Company Act of 1940 or by the written consent of the majority of the holders of the securities of such company entitled to vote solicited substantially in accordance with such rules and regulations in each case, whether or not such rules and regulations are applicable to such solicitation.

6. The options to be issued under the plan shall be "restricted stock options" as that term is defined in Section 421 of the Internal Revenue Code as it now exists or as hereafter amended except that such options shall not be exercisable for at least one year after their issuance.

The CHAIRMAN. Yes, we thank you both for coming and giving us the benefit of your judgment and experience and wisdom on this matter. And you have permission to extend your remarks.

And, Mr. Stults, if you want to add another representative or two of your industry, their statements may be included.

Mr. STULTS. Thank you very much.

The CHAIRMAN. And you may extend your remarks.

Mr. Mitchell has a question. The time is up.

Mr. MITCHELL. I have some submissions for the record.

I did have one question, if I may.

The Small Business Administration submitted with its statement a copy of your ethics and trade practice rules. Let me ask this question: Has your organization, NASBIC, ever disciplined a member for any reason?

Mr. STULTS. Yes, sir.

Mr. MITCHELL. Does it happen often?

Mr. STULTS. We have had two cases. In one of them, we expelled the member, and the other we disciplined and suspended his membership for a period.

Mr. MITCHELL. Have you ever referred any matter, policing matter to SBA of a member of yours, called it to their attention?

Mr. DAVIS. I personally have, one.

Mr. MITCHELL. That answers the question.

Mr. DAVIS. Mr. Chairman, could I make just two factual remarks?

The CHAIRMAN. Yes, sir.

Mr. DAVIS. In the comments that were made today there were two very brief comments that I would like to make in reference to my company. In a short analysis our company, with $1,400,000 in long-term Government funds, will have created out of four of its portfolio companies and our SBIC a tax liability for this year of $704,000, which is a 50-percent return on the Government funds that we have borrowed. Now, I have to say to you that I used to think that I was unique. But I have discovered that there are other people that are doing even better than we are. So I point to one——

The CHAIRMAN. That is a very impressive statement.

Mr. DAVIS. I think that is important in terms of a $44 million loss that someone has estimated.

The other item is with reference to the cost to the Government to create one job. We have created 604 jobs, for every thousand dollars that our SBIC has put in we have created one job, for every 2,000 the SBA has put in, one job, for a total between us, it has taken $3,000 to create one job.

The CHAIRMAN. Those are very impressive statements. And we thank you, and Mr. Stults. You can give us some statement and more information.

Mr. MITCHELL. Mr. Chairman, I would like to place in the record at this time the statement of Mr. Grogan Lord, Chairman of the National SBIC Advisory Council.

The CHAIRMAN. Without objection it will be included.

(The prepared statement of Mr. Lord referred to for inclusion in the record follows:)

STATEMENT OF GROGAN LORD, CHAIRMAN, NATIONAL SBIC ADVISORY COMMITTEE

Mr. Chairman and Members of the Committee, I appreciate your invitation to tell you something about the National SBIC Advisory Council. I am honored to serve as Chairman of that Council. I am also President of Texas Capital Corporation, a publicly-owned SBIC with headquarters in Georgetown, Texas. During

1966, I served as President of the National Association of Small Business Investment Companies.

First of all, let me say that the industry is deeply grateful to Congress for authorizing the establishment of the Advisory Council by passing the Small Business Act Amendments last Fall. We realize that the House Small Business Committee has long supported our undertaking and that it has lent its weight to improving the SBIC program. We appreciate your backing and trust that our record of accomplishments will prove that your confidence is not misplaced.

As background information for the fundamental reason why the SBIC Advisory Council is so important, I must remind you that our industry is closely tied to the Small Business Administration and that SBA has undergone an inordinate number of changes in top command over the past ten years. Since the passage of the Small Business Investment Act in 1958, we have had Administrators Barnes, McCallum, Horne, Foley, Boutin, and Moot, in addition to Acting Administrator Davis who served for nine months. Running the Investment Division, we have had Deputy, or Associate Administrators Read, Fine, Parris, Kelley, Greenberg, and Brown, in addition to several acting chiefs who served interim appointments.

No, don't get me wrong. All of these were excellent men with whom our industry worked closely. On the other hand, each of these men had his own ideas about how the SBIC program should be administered, how it should be regulated, how it should be encouraged. The regulations under which we must operate have been changed to reflect these changes in SBA command: the policies and philosophies of these men have further shaped the regulations themselves.

As long-term investors and lenders in a program marked by a close partnership with the Federal Government, we have all too often felt like yo-yo's at the end of SBA's string.

We in the industry believe that we must have greater continuity in the ground rules under which SBIC's operate. We feel that the establishment of this Advisory Council gives hope that we can achieve a greater measure of continuity and certainty in these regulations and policies.

May I tell you a little about the Council itself:

Administrator Robert Moot named the group early in January with eight representatives of the industry and two outside experts—Professor Frank L. Tucker of the Harvard Graduate School of Business Administration and Stanley M. Rubel, financial consultant and publisher of the *SBIC Evaluation Service.*

The industry men represent all types and sizes of SBIC's—publicly owned, bank-owned, privately-owned, and real-estate oriented. In addition to myself, there are: Louis L. Allen, Chase Manhattan Capital Corporation, New York; John A. Arndt, First American Investment Corporation, Atlanta; Robert L. Banner, Capital Investments, Inc., Milwaukee; John M. Bryan, Bryan Capital, Inc., San Francisco; Frank G. Chambers, Continental Capital Corporation, San Francisco; Elliott Davis, Alliance Business Investment Company, Tulsa; and Milton D. Stewart, SBIC of New York, Inc.

We held our first meeting in Washington on March 4 with almost all the top SBA officials in attendance. At that time, we established the following three committees:

1. *Private Coverage Committee.*—To increase geographic coverage of the program. Mr. Davis is Chairman of this Committee.

2. *Private Capital Committee.*—To attract more sources of private capital and loan funds to the industry and improve SBIC profitability. Professor Tucker is Chairman of this Committee.

3. *Government Agencies Committee.*—To deal with regulations and procedures of SBA, SEC, and IRS, and SBICs' relationship to governmental objectives and programs. Mr. Stewart is Chairman.

Incidentally, Congressman Wright Patman, former Chairman of your Committee, spoke at luncheon during the first meeting of the Advisory Committee and gave a most challenging talk.

The second meeting of the Advisory Council was held in Dallas on May 3 and again the members of the group and top officials in the Investment Division engaged in a completely candid and constructive discussion of the SBIC program's potentials and its problems. We have charted out a course of action which should prove tremendously valuable both to the Government and to the industry—which is as it should be, since we are in a partnership enterprise.

Mr. Chairman, that about concludes my statement. I have spoken of the reasons why a sense of continuity is so necessary; I have covered the establishment of the SBIC Industry Advisory Council; and I have told you of the initial undertakings of the Council.

My final word is this: we have made some progress in the continuity and communications area, but we have by no means solved all the problems. We have witnessed a hopeful start, but we still have a formidable obstacle course to surmount. The SBIC program is still a pioneering venture with a long distance to go before it fulfills the mandate given it by the Congress.

For all of these reasons, we shall require the continuing support of the House Small Business Committee. You have made many contributions to the fact we're even alive in 1968—we trust you will conclude there are sound reasons for helping us make sure we will be a major force in bulwarking the Nation's small business community by 1973.

Thank you very much.

Mr. MITCHELL. And at the appropriate place in the record I would like to place in at Congressman Irwin's request a letter to him from a small businessman, Milton S. Cohen.

The CHAIRMAN. Does it relate to the SBIC program?

Mr. MITCHELL. No; but at the appropriate place in the record on the financial assistance programs.

The CHAIRMAN. Without objection it may be included in the appropriate place.

(The information referred to may be found at p. 85 of this record.)

Mr. MITCHELL. And also Congressman Tenzer advises that he wishes to submit a statement on the loan program.

The CHAIRMAN. Without objection it may be included in the appropriate place in the hearing.

(The statement of Congressman Tenzer may be found at p. 132 of this record.)

Mr. MITCHELL. That is all.

The CHAIRMAN. Gentlemen, we are impressed by your industry. We wish you good luck. And thank you very much.

This concludes our hearings. I believe these hearings have been fruitful and have covered the matters the committee sought to cover. We have attempted to deal with the problems pending and cover the entire scope of SBA's operations. It is a great agency and we desire to be helpful in its mission to serve the small business community. It is felt that the hearings have brought forth helpful information and will have a corrective effect. The committee will study the record and hopefully bring forward a helpful report.

The committee stands adjourned.

(Whereupon, at 12:35 p.m., May 22, 1966, the committee was adjourned, to reconvene subject to the call of the Chair.)

# ORGANIZATION AND OPERATION OF THE SMALL BUSINESS ADMINISTRATION (1968)

TUESDAY, OCTOBER 1, 1968

HOUSE OF REPRESENTATIVES,
SELECT COMMITTEE ON SMALL BUSINESS,
*Washington, D.C.*

The committee met, pursuant to call, at 10:45 a.m., in room 2359, Rayburn House Office Building, Hon. Joe L. Evins (chairman) presiding.

Present: Representatives Evins, Steed, Kluczynski, Dingell, Smith, Corman, Irwin, Addabbo, Conte, Broyhill, Horton, Morton, and Burton.

Also present: Bryan H. Jacques, staff director and general counsel; Myrtle Ruth Foutch, clerk; and John J. Williams, minority counsel.

The CHAIRMAN. The committee will come to order.

We want to welcome Mr. Howard Samuels, the new SBA Administrator, Mr. Greenberg and the members of his staff.

Mr. Samuels, it is a pleasure to welcome you here today. I have a prepared statement which I want to read to you.

The members of this committee appreciate this opportunity to review with you the plans and policies which you are putting into effect at the Small Business Administration.

It is recognized that the President placed you in charge of this agency only 2 months ago and, ordinarily, the committee would be inclined to discuss your policies only after you had been given more time to become familiar with the work of the agency, its staff, and problems. In this case, however, the situation is different. I believe it is safe for me to make the observation that the pace at which you move and act is somewhat more swift than that of ordinary SBA Administrators.

It must be emphasized that the Members of the House of Representatives feel that it is essential that the small business sector of the Nation's economy be not faced with unfair or unnecessary burdens and, of course, I don't need to remind you that when we speak of small business, we are speaking of practically all the businesses in the country. Only 13 percent of them have earnings of over $10,000 a year—only 14 percent have sales of over $100,000 a year—but no matter how you measure it, the vast bulk of the millions of businesses in this country are small. Their well-being is of primary importance to this committee, and I know you share this concern with us.

The members of this committee, and indeed every Member of the entire House of Representatives, believe that the Small Business Ad-



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ministration is one of the more important agencies of the Government; they have a deep interest in seeing that congressional intent, as defined in the Small Business Act, is carried out faithfully and effectively. I hope, therefore, that you can understand why we are anxious to get acquainted with you and to explore with you the philosophies and policies which you intend to apply and pursue as the head of this important agency.

As you well know, Mr. Administrator, our country has been privileged to enjoy 8 years of steady, unprecedented economic growth and expansion. Generally speaking, small business has benefited and shared in this prosperity, but even so, we know that there are many problems—serious problems—confronting small business today that must be dealt with if the small business community is to maintain its competitive vitality.

Some of these problems are pretty close to home. For instance, we know that except for guaranteed loans, the maximum amount that SBA is able to loan to a single small business concern is $150,000, whereas the Congress, in adopting the Small Business Act of 1958, set this maximum at $350,000. Moreover, we know also that apparently SBA is required to enforce some kind of a priority system because each month it seems that one or more of the regional offices are required to reject a number of worthy loan applications simply because sufficient funds are not available. This shortage of funds, of course, makes it difficult for SBA to finance the establishment of new businesses in ghetto areas and to provide financial help to those small business concerns eligible for poverty loans under the provisions of the Economic Opportunity Act of 1964. As we know, these poverty loans come out of SBA's revolving fund. If you don't have sufficient to take care of the regular SBA loans, how are you going to take care of the others also?

In the face of this critical fiscal situation, it seems to me that it was a mistake to enlarge the list of eligible borrowers so as to include liquor dealers or other business concerns engaged primarily in the sale of alcoholic beverages.

Let me mention some other small business problems and, of course, I hope they are receiving your attention along with those associated with our ghetto areas and disfavored peoples.

The lease guarantee program is new and your agency is to be commended for the hard work that has been put forth to make this a valuable and realistic aid to small business. I think we will agree, however, that eventually some way must be found to provide these guarantees at a more moderate cost to the owner of a small business.

The Service Corps of Retired Executives program (SCORE) has been especially successful and effective. Recently, howver, I rceived a letter from one of the SCORE chapters, advising that the group would disband unless certain improvements were authorized. I am satisfied, of course, that you will see that this SCORE program will not be neglected.

The small business share of procurement by the Department of Defense has declined from about 22 percent in 1966 to 19 percent in 1968. The percentage of procurements set aside for small business has declined from about 6 percent in 1965 to 4 percent in 1968. The percentage of research and development contracts awarded to small

business by the Department of Defense is lower than it has been at any time during the past 5 years—3.4 percent.

The small business investment companies continue to have their troubles. Formerly, the investment of private capital in these companies exceeded substantially the amount of the Government investment. Today, I understand this no longer is true.

We continue to get complaints—and many of them—from small business concerns displaced by urban renewal and other federally financed projects. We know that within the past few months, legislation has been passed providing more liberal moving allowances, et cetera, but it is still true that many owners of displaced small businesses are unable to find an acceptable substitute location. They simply go out of business.

Hundreds of small business foundries are threatened with dissolution because of their inability to purchase the expensive new equipment required by the law to combat air pollution.

Many small business tool and die makers are being squeezed out of business because Ford, Chrysler, and General Motors are establishing tool and die shops within their own plants.

Small business franchisees are handicapped, harassed, and unable to operate as independent businessmen because of the lack of mutuality in their franchise agreements.

Small business seems to have a myriad of problems associated with our tax laws. Subchapter "S," Corporations—those electing to be taxed as partnerships—face numerous pitfalls in their efforts to take advantage of the benefits afforded by this legislation. We need a small business investment credit law that corresponds with the big business 7-percent investment credit. There are some press reports to the effect that you oppose this. A plow-back arrangement is needed to permit small business concerns to retain and plow back a greater share of their earnings. The present estate tax laws are harsh and inequitable to the owners of small business concerns. These laws seem to encourage the owners of small business to sell out to their giant competitors and this feeds the trend toward giantism and industrial concentration that already is plaguing the small business community.

Reports are received that the regulations issued by the Wage and Hour Division are so voluminous and complex that compliance can be achieved only with difficulty and by employing the services of a specialist accountant or attorney; that these regulations also require excessive records and bookkeeping by the small business concerns. Adequate assistance and guidance, it is claimed, is not being made available by the appropriate Government agency.

I could go on—there are others—many others—and while, on the surface, it may appear that some of these do not fall within the purview of the operations of the Small Business Administration, it is my understanding that you have in your employ a dozen or more economists who could bring these and other problems to your attention and recommend remedial measures. If necessary and appropriate, you could ask the Congress to provide you with greater authority or enact other legislation that would bring about the needed assistance. I believe you will find that section 8, especially 8(c), places a duty upon SBA to investigate and study such matters, that is, "matters materially affecting the competitive strength of small business." But you could ask the

Congress to provide you with greater authority, and you should recommend legislation if needed.

Mr. Administrator, you have many tools. I believe SBA is the agency of the Government that is expected to be expert in recognizing and finding solutions to small business problems, whatever their nature. I believe SBA should consider itself to be a one-stop shop where the owner of a small business may come and obtain help and, in proper cases, receive financial assistance that will help and encourage him to carry on his relentless fight for survival and success.

Your qualifications to head this agency are beyond question. We know you have been the owner of a small business concern; actively managed it; competed against the giants in the industry, but still guided that small business concern into one of the more successful enterprises of its kind in the country. Your record of achievement is one of which you have every right to be justly proud.

For a number of years now, it has been the policy of this committee to hold hearings, like this one, whenever a new Administrator is placed in charge of the agency. Here lately, it seems we are holding these hearings too often. The short tenure of SBA Administrators makes it difficult for the agency to maintain a continuity of purpose—to carry out effectively the important duties and responsibilities authorized by the Congress.

Since the agency was established there have been nine different Administrators, but seven of these have served during the past 8 years.

Mr. William D. Mitchell first headed the agency, but he resigned after serving 3 months. Mr. Wendell B. Barnes followed him and here we see the outstanding exception to the rule, for he served from February 2, 1954, to November 1, 1959—a period of about 6 years.

Mr. Philip McCallum followed him, but he served only until January 20, 1961—about 1 year.

Mr. John E. Horne was next placed in charge and he served until August 7, 1963—a year and a half. He was succeeded by Mr. Eugene P. Foley who headed the agency until September 9, 1965—a 2-year span. Mr. Ross Davis, his deputy, thereafter served as Acting Administrator until May 18, 1966, at which time Mr. Bernard L. Boutin became Administrator, but he served only for 1 year—that is, until July 31, 1967.

Mr. Robert C. Moot, your immediate predecessor, headed the agency until July 21, 1968, and, of course, your appointment begins with the 1st of August of this year.

Certainly, Mr. Samuels, there is no intention to place upon your shoulders any of the responsibility for these many changes, but I know the committee would like to have your comments and suggestions about this problem as well as the other small business problems that I mentioned earlier.

Now, Mr. Administrator, before you give your statement, I want to call on Mr. Conte, our acting ranking minority member.

Mr. CONTE. Mr. Chairman, I want to join with you in welcoming Mr. Samuels before the committee here today. It is true, as you point out, that he certainly hasn't had the responsibility of running this agency very long. It is very difficult, I imagine, for him to come up here and tell us about the present policies of SBA. I am sure, how-

ever, that with his background and his ability, he will make a fine presentation today.

The CHAIRMAN. If there is no other comment, Mr. Administrator, we will be pleased to hear you, and you may proceed as you wish.

Mr. HORTON. Mr. Chairman.

The CHAIRMAN. Mr. Horton.

Mr. HORTON. I would like to welcome the Administrator. He has been a friend of mine for many years. He lives not too far from my district, and I have known him and his family for a great number of years. I have a great deal of respect for his integrity and his ability. I might say, parenthetically, that the corporation which he and his brother founded, Kordite, is located in Wayne County, which is in my district.

The CHAIRMAN. I understand it is a very successful big business today.

Mr. HORTON. It is very big now, but it started as a small business.

I know he knows the problems of the small businessman. I want to welcome him before the committee.

**TESTIMONY OF HOWARD J. SAMUELS, ADMINISTRATOR, SMALL BUSINESS ADMINISTRATION; ACCOMPANIED BY HOWARD GREENBERG, DEPUTY ADMINISTRATOR; WILLIAM T. GENETTI, ACTING GENERAL COUNSEL; AND IRVING MANESS, ASSOCIATE ADMINISTRATOR FOR PROCUREMENT AND MANAGEMENT ASSISTANCE**

Mr. SAMUELS. Thank you, Mr. Chairman.

First, I would like to say to you and the members of the SBA that I feel very strongly that the SBA is probably one of the least understood by the public and most important agencies today in terms of economic and social development of the country.

I want to make it clear to Congressman Conte that I don't feel that 3 months in the job is in any way interfering with my commitment and my convictions about the directions in which the SBA can go and what we can do. And I hope by the end of my testimony you will get some indication about what I hope has been some new thrust for the agency in terms of what I am sure the Congress of this country would like me to do as the head of the SBA.

I thought, Mr. Chairman, that first I might answer a few of your questions, because in answering several of your questions, it might also allude to some of the new thrusts in the agency in terms of the responsibilities that we have.

First of all, it is true, this agency has suffered from a large cut in our funds, over $120 million, which means we have nothing, or very little, in the way of direct loans to make to small businesses across the country.

On the other hand, this in my mind gave us an additional reason to follow through what the agency had begun before I became Administrator. I just testified before Senator Proxmire, and I said to him that in reality the most important change that can be made in America would be if the banks of this country would take over the respon-

sibility, or a much greater part of the responsibility in the development of small businesses, minority and other, than they have in the past. And, therefore, when I was appointed head of the SBA, recognizing the limits of funds, and recognizing that the only way to get additional capital was to work with the American Bankers Association, my first task, the first week I was head of the SBA, was to meet with the American Bankers Association. And we have, I think, developed a whole new relationship with the ABA, the American Bankers Association, across the whole country.

In the last 31 days I met with the leaders of the banks with the support of the ABA in 16 cities. The American Bankers Association is committed to our program, which I call Project Own. They are also committed to taking a much stronger part in loans to small businesses, minority and others. They are also committed to a program which I call compensatory capitalism in which the banks of America are recognizing a new social need of approaching the inner cities of our country like undeveloped nations in terms of making capital available for the development of minority businesses, which is one of my tasks.

And therefore, despite the fact that we have less direct money than we had before, the SBA in 1967 levered $650 million into the economy of the country, either through direct loans or through bank guarantees or SBIC's. Last year it was $800 million. And despite the fact that we have $120 million less, I expect this year it will be a billion or a billion one-hundred million dollars. And with the cooperation that I see from the banks across the country, I am convinced that by 1970, our agency can get and move into the small businesses of this country both for social and economic reasons a billion and a half dollars for the development of small business.

The CHAIRMAN. Mr. Administrator, I will have to interject to say you are to be commended for having less appropriations and making more loans. Somehow you are skillful to bring this about.

Mr. SAMUELS. I might say that this also conditions the question of the $100,000 limit on direct loans, because as we move into the use of the funds available to us—which frankly I think we need in the support of the kind of small businesses across the country that we want to develop—we also move, of course, to give you the answer to why the limit is not $350,000. We are making loans of $350,000 on bank guarantees all over the country today. So I say to you, the first answer is that the SBA, despite the move down in our budget, expects to greatly expand its operation by the use of the private sector, by the use of the banks of the country.

For instance, Congressman Horton, I met with the bank leadership in Rochester when I was there this week. And I met with bank leaders of every city in the country. And I think one of the most enthusiastic things that I can report to you today, Mr. Chairman, and to the members of your committee, is the willingness of the banks of this country to take a new look at not only the support of the SBA, not only the support of small businesses, but a new look at how they are going to provide capital for the development of the inner city businesses which I would like to talk to you about in a few minutes.

Now, what else have we done to make it easier for the banks to operate with SBA? As you know, before my administration, SBA

adopted a blanket guarantee to cut out the bureaucracy and reduce the redtape. This has been tremendously augmented in the last 3 months. And we have put through an additional procedure this week which I think makes it possible—and this procedure was worked out with the ABA—for the banks of this country to deal with the SBA on a program not much different than a commercial loan of their own.

The CHAIRMAN. How does your arrangement with the American Bankers Association and the individual banks differ from that of your predecessor?

Mr. SAMUELS. I came into this at a time when the banks of America were ready for a new historic thrust of their own, at a time when the banks of America recognized that they had to change their attitude in terms of the inner city, in terms of social responsibilities. And I came at a time that they were ready. And I became an SBA salesman and operated as a salesman in meeting with the banks across the country and getting their cooperation. And I would be glad to send the members of this committee a letter which Howard Laeri, the president of ABA, sent to the 1,000 largest banks of the country, supporting the principles of the SBA and the principles of our program for the development of minority businesses in the country.

I think this is really revolutionary. I thing this is historic. There is a new partnership between the banks of this country and the SBA which I hope will be important to the development of small businesses.

I might say that this is one of the reasons why you alluded to the question on liquor dealers, Congressman. And the reason I made this decision was in terms of the inner city—and I am not desirous of encouraging investment in the liquor business—but in terms of the inner city and in terms of the development of minority businesses in the country. In the city of Washington, I think out of 25 liquor stores in the inner city, 20 or 21 were owned by members of the white community. This is a viable business. And the main reason——

The CHAIRMAN. Do you find comparable situations with respect to other types of retail establishments in the inner city, such as grocery stores, clothing stores, furniture stores, drugstores?

Mr. SAMUELS. I do, Mr. Chairman.

The CHAIRMAN. Why do you single out liquor stores?

Mr. SAMUELS. I think I am going to single them all out, Mr. Chairman. I am going to talk about the fact that in the city of Washington, out of 28,000 businesses, only 2,000 are owned by the inner city residents. I would like to talk about that separately, if you don't mind. The inner city businesses in this country today are not controlled by the residents. All the other ethnic groups in our history—the Irish, the Jews, the Italians—all tended to own the business, the retail businesses in their inner cities. This is not true of the inner cities today. And it is a subject which I think is important to the rebuilding of the cities of our country.

The CHAIRMAN. Do you think that making liquor loans is important to the rebuilding of the inner cities of this country?

Mr. SAMUELS. No; I didn't say that, Mr. Chairman. I said that the decision on liquor was made with the repeal of the 18th amendment. It is a viable business. I drink very little myself. But on the other hand, if I expect those viable businesses to be supported by a decision

that Congress and the country made—I just included that among all the businesses of the country.

The CHAIRMAN. It is a very signal decision. Why didn't you address yourself to the other types of businesses within the inner city?

Mr. SAMUELS. I think, Mr. Chairman, I will show you now the movement toward the other businesses in the inner cities, if I might. And that really gets to the main thrust of what my responsibilities are as head of the SBA, the main thrust of what the President gave me when he asked me to head the SBA and the development of minority businesses in the country.

I first want to make a statement, however, that in the development of minority businesses in the country the SBA is not giving up its responsibilities to small businesses, white or black, or any other color. Last year out of $800 million that we levered into the economy of the country, less than $50 million, less than 6 percent, went into the development of minority businesses. And this year, despite the new thrust, and the new large amount of money, we expect to expand actually the loans that we make and the development we have of white businesses at the same time that we put a major emphasis on the development of minority businesses.

Mr. ADDABBO. Mr. Samuels, may I ask you one question at this point? You say that less than 6 percent was given to the minority groups——

Mr. SAMUELS. Not given, Mr. Chairman, I am talking about loans, not gifts.

Mr. ADDABBO. You have stated in your opening statement that Congress has not appropriated sufficient funds, which means that most of this loan money came from banks working under guarantees. Isn't it true, then, that it is the banks that have refused to give the minorities the loans, not SBA?

Mr. SAMUELS. Well, the question of who is involved in making the loans, and how we develop the new thrust to the SBA to the development of minority businesses, is a topic all in itself, Congressman. I am going to talk in a few minutes about it, because I think in terms of your committee, Mr. Chairman, and questions I am sure you are getting from your constituents, I think that is probably the most important comment that I might make to you here.

And, Congressman, after I discuss this, I would be glad to answer your questions about it.

Let me say, Mr. Chairman, to the members of your committee something that I feel very deeply about. And I felt very deeply about it long before I came over to SBA, because as the Under Secretary of Commerce I not only was involved in the National Alliance of Businessmen, which was a partnership between business and Government, of which I was one of the founding fathers, but also involved in a task force with the Vice President of the United States, Hubert Humphrey, on what do we do about the development of minority businesses, and how to write the task force report that really is the basis of the program that I would like to discuss with you.

I felt for a long time, and I feel more strongly about it today than ever, that we will never rebuild the inner cities of this country without the minorities becoming owners. And in every city that I have been

in, the story is exactly the same—boarded-up stores, dilapidated stores, Where the riots have taken place, there has been almost no rebuilding. You know, this is logical. The whites in America are not going to rebuild in the inner cities, they are not encouraged to make the investment. And the blacks and the other minorities in this country lack two things—they lack capital and they lack experience. And it seems to me that in the responsibility that you have given me, that the President has given me, that one of the major efforts of this country is to support the minorities who own only 1 or 2 percent of our businesses—and they are not the cream of American businesses either. Minorities are 15 percent of the population. And a great amount of my effort in the organization and the renewing of the goals of the SBA has not been to neglect the white businessman that we have, who we must continue to serve on a very aggressive basis, but to recognize that we have a social responsibility and real economic opportunity in the inner cities that nobody else in Washington has.

I say to you, Mr. Chairman, that we in the SBA, because of what you in Congress have given us as tools, and what I see in terms of willingness on the part of the private sector, or the banks of America and American business, to support us, have an opportunity to develop better understanding between white and black and with all minorities that no other agency in Washington has, by making them part of the free enterprise system.

The CHAIRMAN. Mr. Samuels, you do have a lot of tools; we alluded to that. And you won't find this committee quarreling with your desire to put minority groups in business. We are concerned with this one announcement that you have made regarding the alcoholic beverage type of business rather than stressing some other.

No. 2, you have a project called Own, in which you will make a loan to a minority group to buy out an existing business. But as I understand it, this comes from the SBA revolving fund, and you would not make a loan to another person to purchase a business or to go into business. In other words, you are showing favoritism, some discrimination in the type of loans that you are making, as I understand your policy in Project Own.

Mr. SAMUELS. First of all, we are discriminating for the disadvantaged, whether they are in rural America, whether they are Puerto Ricans or whether they are blacks. We could have a program, Mr. Chairman——

The CHAIRMAN. Can you recite for the committee the authority to you to do that?

Mr. SAMUELS. Is Bill Genetti here?

Bill, do you have that?

The CHAIRMAN. Will you read into the record the authority under which you can make the loan to go into business—to buy out a business for a black man but you cannot make a loan for a white man to buy out a business. The committee would be interested in your reading that authority into the hearing.

Mr. GENETTI. I don't believe that is what Mr. Samuels——

The CHAIRMAN. Well, your Project Own makes loans to buy out a business for a minority group, but your Project Own does not make a loan for another American to buy out a business.

Mr. SAMUELS. First of all, Mr. Chairman, we make loans to buy out businesses whether it is white by black or black by white. We do recognize, Mr. Chairman, that in terms of the inner city that the movement will be to develop minority businesses and the encouragement of blacks to move into the inner cities and become viable partners in the economy of the inner city is being encouraged by us. But this does not mean, Mr. Chairman, that we are discriminating and saying whites can't buy at all, it is not true, and it is a misinterpretation of Project Own.

The CHAIRMAN. We wouldn't quarrel with you on your effort to put minority efforts in business, but let's not discriminate in the selection of loans.

Mr. SAMUELS. I think, Mr. Chairman, I would like to feel that we are not. I would like to feel that the only discrimination we are making is discrimination in terms of making capital available in the inner city by the banks of this country because there is no capital available in the inner city. And I would like to indicate to you how we are doing this, and then get certainly the ideas from the Congressmen here as to whether they think we are serving the country's interest well in what we are doing.

I made it clear that it is my feeling that we wouldn't rebuild the inner cities without minority ownership. I said that there were two things lacking in the inner cities in terms of minorities being able to own: They don't have capital, and they don't have management experience. And I don't think I have to mention to the members of this committee the basis of the history of why these things are true in terms of the minorities of America.

Now, what we have done in Project Own is, we have really asked the support of the bankers of America to provide us with the loans to provide the capital. And I have to report to you, Mr. Chairman, that what I have done many banks in this country have already started to do on their own; that what I am doing is really taking the best ideas of what the socially sensitive and economically sensitive banks of the country have already begun to do.

I can take you to the program, for instance, Congressmen, that we put together in Rochester, which was a program for the banks and American business in Rochester to make capital available for the development of minority businesses. I can take you to a program in Buffalo that I saw this week when I spoke to the bankers in Buffalo where the banks got together to provide compensatory capital for the inner city. I can tell you about the work that has been done by the First Pennsylvania Bank. And I can only tell you that we have taken the best ideas of the involvement of the banking community of the country to make capital available to the inner city, and we put it into a management plan, just as I would in my own company.

And operating through the SBA and through the ABA organization in every city, with cooperation in every city, because this cannot be done in Washington, I plan to provide capital to the inner city.

And I again want to report to you today that the banks of this country have responded with enthusiasm. I am not suggesting that we know all the answers of how to do this. But they have responded with enthusiasm and as we develop businesses in this country we are

going to have the support of banks of this country, the banking community, to provide the funds.

The CHAIRMAN. Mr. Administrator, I am going to call on our colleague, Mr. Corman, who has an observation. He has to leave to go to another committee.

Mr. CORMAN. I share your interest in developing entrepreneurship in the Negro race. But I think it would be tragic if the Government did anything to solidify racial segregation. I would hope that in developing your policies about Negro ownership you would not give priority to only Negro ownership in central cities. It ought to be easier for a Negro to go out to the white suburbs and start a small business in a new shopping center than to relegate him to the depressed ghetto areas in the central city.

I recognize that it is not a single problem, it is a dual problem. But I will be watching closely to see whether SBA is a tool for segregation in the development of Negro entrepreneurship.

Thank you.

Mr. SAMUELS. Mr. Congressman, I would like to say to you that we are not the tool. The tool is the Nation itself. The Nation itself by its housing practices, its practices of not approaching the problem of migration, and many others, has really formed the ghettos of the inner cities. And if you want to look at this problem, you will see that in the next 10 years the inner city black problem is going to grow. Actually, today some of the greatest economic opportunities in this country, with the growth of disposable income, are in the inner city. I think it is a great injustice to the inner city that we don't have decent stores. I think it is a great injustice to the inner city that the minority are not part of the economy of the inner city. So I think what we are trying to do is strengthen the economy of the inner city. And I think we are not being very realistic, Mr. Congressman, if we don't recognize that this must be done with more aggressive minority ownership.

Mr. CORMAN. I hope as you evolve this program—and I think you are probably now where housing financing was 15 years ago—you will recall what the Federal Government did in those early days of FHA loans to perpetuate racial segregation. I assure you that I for one will not tolerate a repeat performance of that kind of Federal activity. I respect your concern for Negro entrepreneurship, I share that. But I would urge you to review what FHA did to perpetuate racial segregation. We just cannot use any Federal tools for that purpose.

Mr. SAMUELS. Thank you very much, Mr. Corman.

Mr. ADDABBO. Just along that same point, Mr. Samuels, let me point out that there was an article in the New York Times of September 16 about a survey made in Harlem where we had close to 60 percent Negro ownership. And going along with my colleague, we want to see all have the opportunity to own businesses, because we feel this is the basic foundation of every community, and roots in the community.

But again, we do not seek to destroy a white integrated into a Negro community, because this is what we are working for. Again, as Mr. Corman says, we do not want all-black communities, nor do the minorities seek such a thing.

Mr. SAMUELS. Mr. Congressman, first of all, I am familiar with the American Jewish Congress report; and I think what they counted as

to the number of businesses is not dollar volume. If you want to count the barbershops and count the little corner ma-and-pa stores, you will find fairly high participation in that particular area of Harlem. But if you want to talk about volume of stores, volume in terms of retail establishments, the analysis that we have is that it is probably less than 15 percent of the total dollar volume, which is really important, in Harlem that actually goes through black-owned stores.

Mr. ADDABBO. I think we have to differentiate the little ma-and-pa store from the large department stores. If you rely only on sales volume, you get into a different phase of small business.

Mr. SAMUELS. I recognize that, Congressman. And I just have to say to you—and I am sure you have been in Harlem, and I am sure, knowing your own district, that you have seen some of the dilapidated conditions in your own district, And one of the things we do is help rebuild them. And you will not rebuild them without some participation by the inner city people in that rebuilding.

Mr. ADDABBO. On rebuilding we agree. But what we are speaking of, and what you have spoken on, is the purchasing, the buying out. This is my understanding of your statement.

Mr. SAMUELS. That is certainly one of the possibilities——

Mr. ADDABBO. We all look for the rebuilding, it is how we are going to continue our economy.

Mr. SAMUELS. You will be surprised, Mr. Congressman, at the large number of white merchants in the country who have come to our SBA offices in the last month and have asked if there is any way we can help them sell their businesses to members of the minority community. This is a sad commentary on where our country is today, but this is the reality of where we are today. And I think that much of what we are doing serves not only the interests of the black community or the Puerto Rican community, but also the interests of the white community itself.

Mr. ADDABBO. This is a proper function of SBA—be it white or black—to come to the aid of small business in selling or buying.

Thank you, very much, Mr. Chairman.

The CHAIRMAN. I think that a lot of our members are going to want to ask you questions.

You may continue.

Mr. SAMUELS. Last year we made 2,000 loans to minorities in the country. It is the feeling of our research staff that if we are going to really develop the inner cities of the country with a reasonable proportion of minority ownership—and I might say to Mr. Corman that we do support the development of minority businesses outside of the inner city, and we do support small business development of white businesses who are rebuilding inside the inner city—I might say that this is very small today, because for lots of reasons that I think America is pretty sad about, there is no great movement of the white businessman to rebuild inside the inner city, and there is no great economic opportunity, unfortunately, for the black man to build businesses in suburbia. I think this is the reality. And I am certainly glad to have the comments of the Congressman about it.

But we made 2,000 loans last year. By changing the criteria, by making it possible for disadvantaged to move into business with less equity. This is a problem that many American bankers were involved in long before I became head of the SBA. But with their help we

have now raised that rate in 3 months to a rate of about 4,000. The best analysis our research group would suggest is that we are really now only developing minority businesses in this country in terms of the economy of the country, that if you are really going to make a thrust in this field, that you must move to about 20,000 businesses a year.

Now, how do you do this? Because making capital available is not the only thing we need. We need management help.

And I would like to report to you that we are setting out on a program to develop management help for minority businesses throughout the country. I was in Chicago last night. I spoke to the Harvard Business Club, together with the business clubs of Chicago. And there was a program called Talent in Chicago, in which all the business groups are going to get together, so that every minority who moves into business, whether it is a men's wear business, the supermarket business, whatever it is, is going to have a buddy from the white community who is going to help him run that program in terms of making up for the experience gap.

As the Congressman knows very well, the city of Rochester took some wonderful leadership in this field when American industry got together in a development corporation in Rochester. I found the same thing in Buffalo, and all across the country.

The CHAIRMAN. Mr. Administrator, is it the plan of the administrator or the administration to pay these management assistance "buddy" counselors?

Mr. SAMUELS. Absolutely nothing, Mr. Chairman.

The CHAIRMAN. Very good.

Mr. SAMUELS. We are getting the help of American industry out of the commitment of American industry to this social need and economic need in the country. And it is one of the most encouraging things I see in the country. Last night there were 150 people at this Harvard Business School group, and I think 120 of them signed up to be active participants in this program in Chicago—lawyers, CPA's, shopping center consultants, women's wear people, advertising people, all kinds of people.

And I think the success of our developing small businesses on a good basis is to take this, take the SCORE program, which I think is one of the very creative programs of this department, and put them into a managerial assistance program, because we will not develop small businesses in this country among the minorities and have the kind of success that I think this country can have without a tremendous input of managerial assistance. And I want you to know that there is a tremendous amount of attention in the SBA in my department in executing this. And as I say, having cut my teeth in Government with the National Alliance of Businessmen, I think this can be done. And I don't think there is anything better for black-white understanding in this country.

So what I would really like to summarize to you is that we are going to get our funds from the banks of America, and that I have met and gone across the country with the ABA, and I am encouraged with the support we are going to get from the ABA.

We are going to guarantee up to 90 percent of the loans, not 100 percent, because I want the banks to have a little of the risk. I might say that I don't want anybody in America to go in business with Gov-

ernment money without a little of their own money in it. I don't want the banks to make a loan without a little of the bank's risk in it. I don't think the risk should be entirely taken by the Federal Government.

The CHAIRMAN. If I might interject again, this committee is pleased to see you following the provisions of the act by which the SBA is empowered to make loans. There is some press release that said that you favored grants rather than loans, that you might be turning the agency into a welfare agency. You have no such ideas?

Mr. SAMUELS. I not only do not have such ideas, but I think I will spend less Federal money in the execution of this responsibility than we spent in the past.

The CHAIRMAN. Private enterprise, private capital, and private voluntary assistance to new entrants into business?

Mr. SAMUELS. That is it, Mr. Chairman.

And I think in conclusion, I just want to make clear to all the members of this committee that we see great responsibilities of this committee to rural America in the authorization of our section 502 corporation. And we are moving very strongly in this. And I think one of the most important provisions which you have allowed us to have as an agency is one which has been executed well in not all the cities of the country. And one of the management tools that I am going to put forward in our SBA responsibility is to see that this section 502 corporation for the economic development of rural America is more effectively used. But it is moving up, and we are making more of these corporations available every day. We have not given up our responsibility in terms of management assistance everywhere, in fact we are going to augment it with private help, Mr. Chairman.

And I think I can only conclude to you that I am sure that what you are going to say is that I have bitten off a pretty big chunk here in 3 months as head of the SBA. And I have. But on the other hand, the country needs some big chunks bitten off, the country needs some new input. The country needs some new approaches.

I would like to feel that I am providing some creative leadership in solving not only some of our social problems, but in involving the agency in new areas, because I don't think that they can wait until tomorrow.

Thank you, Mr. Chairman.

The CHAIRMAN. Mr. Conte; yes, sir?

Mr. CONTE. The only thing I want to do is retract what I said at the beginning. Certainly, Mr. Samuels has made a fine presentation. He's done a fine job in the 3 months of his tenure in trying to meet some of the problems of the ghetto. I realize that it is not very popular today to even discuss the problem, let alone biting off the big chunk that you have bitten off.

Mr. SAMUELS. Mr. Chairman, I had to take my phone out. I got four threats in one weekend from one television program I did on the development of the economy.

Mr. CONTE. I can well imagine, because there has been a change of thinking in the country, unfortunately, in this respect. I want to take this opportunity to commend you for tackling the problem.

Mr. SAMUELS. Thank you very much.

Mr. CONTE. You have my support.

Mr. SAMUELS. Thank you, Mr. Congressman.

The CHAIRMAN. Mr. Steed.

Mr. STEED. Mr. Administrator, going along with what I think you have told us today, as I read it, it means in a nutshell that you are saying that social and economic problems are interchangeable and inseparable. We are now coming to a philosophy in which we realize that if you don't keep both in view and both in balance, many of the things we would like to see done just won't happen.

Mr. SAMUELS. I strongly support that, Mr. Congressman.

Mr. STEED. Now, then, what I want to do if I can is to try to enlarge a little on what you have said. A good question: Why do we have the inner city problem in the first place? Why is there a ghetto, and what caused it, and what is going to be the situation if we are able to solve the problem we now see?

I ask that because as I study this, I think we have to go back about 50 years and see what has been transpiring throughout the country. And to me it translates itself into an economically forced migration. The evolution and revolution in agriculture, where 50 years ago 45 percent of our population was engaged in producing the food and fiber for the other 55 percent, has so radically changed that now we find less than 10 percent, about 6 percent of the population required to clothe and feed all the others. And during this evolution large numbers of our people were compelled to move their place of residence. And the people who mostly had to migrate were the least prepared to start a new life where they went to seek a chance to survive.

And that river of humanity, flowing out of the mountaintops, the headwaters, so to speak, from the rural or smalltown area into, first, the metropolises and now the megalopolises, has slowed down a bit. Not only have we forced a shift of millions of people from one environment to another, but we also increased population at the same time. And megalopolis has had to absorb all that.

So there has been this double impact in sardining the lives of our people. And I believe that you are on probably the most effective course to try to cope with this problem that this has created. But what I am trying to say is that if we don't find some way at the same time to stop this input of untrained and unwanted and unneeded people into these already overcrowded areas, that all you can do is this: You cure the ghetto today, and by the time you have done that you will find that this migration has built you another ghetto.

So I think when you touch on section 502 loans that you here have a program that is just as important, and, in the long run, can make a greater contribution to solutions of these things than this program of the inner city you are talking about.

And I want to say that I think the time has come, with all the programs we have, that there should be a more effective overall meshing together and synchronizing of all these activities so that the problem can be dealt with all up and down the stream of our citizenship.

And I have just been afraid that because of the urgency of the problem in some areas, the emphasis might be so great that the need to carry it on simultaneously elsewhere would be overlooked.

Now, I think that we must somehow find a way to stabilize our population. It seems to me that all these policies ought to have an overtone of some preference for those steps that have an effect of stabilizing——

The CHAIRMAN. Does the gentleman mean stabilizing or reversing the trend?

Mr. STEED. First, if we could stabilize it, then some reversal of the trend might be in view. But right now it is sort of like our soil conservation program; if we don't stop the waste of the soil first, we can't begin to build it back. And this we have been able to do. In that physical sense, I think somewhere along that same general concept we can do it with the human part of our resources.

For instance, to show you how serious this is, I saw a census report where they estimated that 50,000 people from the State of Mississippi alone would migrate out of rural areas this year into somebody's metropolitan or megalopolis area. And unfortunately, while many of these are minority groups, all of them, an overwhelming percent of all of them, are people that are the least capable of making a success either as employees or as business people or anything else in the areas where they are forced to go. And this is a thing that isn't going to solve itself unless something is done to control it.

I think there is one tool that ought to be added to what we have. There may be many more, but there is one in which I am especially interested. I think that both in the inner city and in this smalltown rural place, where business and industrial development, especially new types of development, are those that particularly lend themselves to these two situations. Some tax incentive could be extended to those that run the risk, who make the effort, and this would probably be one of the easier ways to stimulate what you have been trying to do. How do you feel about that?

Mr. SAMUELS. Let me mention that as Under Secretary of Commerce, Mr. Steed, I wrote considerably on the whole question of migration. I think the lack of economic planning in this country is a national disgrace today in terms of what needs to be done and in terms of the kind of economic tools, planning tools we now have with the computer and other things that are available. Somehow—and I would hope that the Congress of this country would take a look at all the agencies that deal with economic planning—we must really take another look at the way we plan our country, because the revolution on the farm, the revolution we saw in Appalachia, are just technological revolutions that are going to continue, unless we start to look ahead 5 and 10 years and plan the movement of people, and the movement of industry, and utilize incentives of some kind, whether they are tax incentives or grants is a question, and I don't think it makes a lot of difference what you mean, whatever the most effective tool is. But we have got to start to look ahead in this country.

The worst thing you will find, Mr. Congressman, is that as the poor black continues to move in and proliferate in our inner cities, industry is moving out of our inner cities into the suburbs and smaller cities. When I was the Under Secretary of Commerce we believed firmly that we have got some serious new unemployment problems ahead of us 5 and 10 years hence in the inner cities because of the changes that are taking place.

Now, where in Government is this kind of thing being planned? Where is it being coordinated? Where are we encouraging in our manpower programs, for instance, the movement of people to where the jobs are? Nowhere.

I was on the task force with Secretary Wirtz 3 years ago looking at the U.S. Employment Service. If there is one service in this country that needs complete revitalization in terms of planning and program, it is this service. And I know Secretary Wirtz would agree with me on it. All of these tools somehow were not fitting into place. And I certainly don't have all the answers to it. The only tools that I have got in the SBA I am going to try to use. Because I believe if we don't serve social purposes we are not serving economic purposes. And for the purpose of the development of rural America the 502 corporation you have given us is probably the most important tool in the country.

I will assure you that we will aggressively approach this every place we can.

The CHAIRMAN. I think this committee will be unanimous in stating that we applaud you in saying you will be aggressive in the utilization of the 502 program.

Mr. STEED. Mr. Administrator, in the past the SBA in my State has had a director who has worked hard over the years to involve bankers into the program. And one of the difficulties that was encountered was the redtape and timelag that inevitably came up. After one or two endeavors, the banker would throw up his hands and say, he wants no part of it. I am glad to see that you are now going to the blanket approach, and hopefully down through all the ranks, of getting bankers to understand what they can do and what you can do to help them do to help this program. This, I think, is the most vital thing in the whole picture.

But I hope that in doing this you keep in mind businessmen can lose their enthusiasm as quickly as it has come if interminable delays, redtape, and harassments of this sort are going to be their experience.

Mr. SAMUELS. Congressman, I have been at two hearings this morning. Did I mention the homework we are doing in blanket guarantees to you, that we have really cut the redtape in the SBA? And this was started before me by Mr. Moot. And I have aggressively carried this on. Because I firmly believe that we have got to make it businesslike for banks to do business with us. And today banks can do business with us under our new guarantee, blanket guarantee, in a way which is not much different than a commercial loan as far as they are concerned. And the delay is no more than 5 or 10 days in the SBA office on a loan that they make and that we guarantee. And it may be possible a year from today, after the banks are better trained, that we can let them do it even on their own.

So we have simplified procedures. And I have been working with the ABA. And Mr. Logan Hendricks of our staff, who is a very talented gentleman, and who is one of my associates, has been working with it. And we have simplified the working with the ABA themselves. And the ABA are now convinced that we have a procedure that is easy for the banks of America to work with.

Mr. STEED. I am delighted to know this, because it appears to me that this is the one danger that we must avoid in order to keep this segment of our economy working with you. I know of instances where delay and redtape have dampened the enthusiasm of commercial bankers to participate with SBA programs.

Mr. SAMUELS. Mr. Chairman, I would like to get one point in the record in relationship to the 502 corporations.

In the last 15 months, 61 percent of our 502's have been made in towns under 10,000. We will increase the investment in 502's from $50 million to about $75 million this year, which is about a 50-percent increase. We are moving very aggressively, Mr. Chairman, in this. We are not going as fast as you would like us to, but we are going reasonably fast.

The CHAIRMAN. Mr. Broyhill, any questions?

Mr. BROYHILL. Not right now.

The CHAIRMAN. Mr. Addabbo, further questions?

Mr. ADDABBO. Yes, Mr. Chairman.

First, may I compliment you on your stand. And I know you bring quite a bit of experience to the Agency. I am happy and proud to say that you are a resident of our great city, and a great citizen of our State.

You have left a comfortable spot in business because of your dedication to public service, and you are now dedicating yourself to government, and more important, to people.

In reference to the new programs, is there any similarity—or what is the difference between this program and the former SBDC program?

Mr. SAMUELS. The SBDC program was run by the poverty group. And the program was that the poverty group had a piece of it and SBA had another piece of it. What we have got today is just a better planned program, all in one agency. And I am hoping when the poverty bill is passed that the money that the SBDC had will come to us. At the present time I have no funds to support SBDC in my budget. But if that impact money comes over to us, we will be able to support some additional service, but coordinate it in a businesslike way into the management and effective decentralization of SBA activities in every city.

Mr. ADDABBO. In your discussions with the American Bankers Association, have they given you any dollar figure as to how much compensatory capital they will set aside?

Mr. SAMUELS. Every city I have been to—and I think the ABA as a group nationally didn't want to go by the experience of other financial institutions by putting a big figure in—in every city I have been in the banks have committed themselves when figures have been mentioned—and there are some in my testimony to the Proxmire committee today—figures that are ample to support the kind of business development that we need. The banks are not going to lack for funds in supporting us. Our problem with the banks, Mr. Congressman, is whether they will understand and be able to wear two hats when making a SBA loan and a regular loan. Because this term "compensatory capitalism" is a new principle for them.

For instance, I sat with the leadership of the Bank of America, who really gave me a speech on compensatory capitalism and their belief in the fact that the banks had to loan money in an entirely different way to the inner cities, which is really what I have been trying to sell the banks across the country. But how do they get that down to their loan officers? And we are working on new procedures to help the banks train for an entirely different approach to financing.

Mr. ADDABBO. In other words, as of this moment, they haven't accepted this compensatory approach?

Mr. SAMUELS. They have accepted it. There is a difference between accepting by the president and the chairman of the board and executing by the loan officer who sits in that individual bank.

Mr. Congressman, we had the same problem in the SBA when you gave us the EOL loans, and you said that we had to take a different compensatory approach to the minorities and the disadvantaged. We had a training program to go through. Now, in the city of Buffalo the banks have gotten together and have gotten a separate loan officer to handle minority or disadvantaged loans. And they meet once a month and look at it in an entirely different way.

And we have got a training program. That is my job as head of the SBA, with the president of the ABA, to help train the banks of this country to the new principles of compensatory capitalism.

Mr. ADDABBO. Did they give you any timetable, now that they have accepted the idea, as when they would be able to have the machinery ready to put it into operation?

Mr. SAMUELS. The fact that every month now the participation by the banks is going up indicates that each month we are working out participation city by city.

Mr. ADDABBO. Have any loans been granted so far?

Mr. SAMUELS. Hundreds and hundreds have been granted, and they are being granted every day. I think the encouraging thing is that we are finding ways to do this in every city of the country. New York is an especially difficult problem, because of the large number of branch offices. And what we have got in New York is a procedure where, if it falls down here, we go all the way back up to the vice chairman of one of the banks who helps us. So we are cutting through the red-tape even in a city like New York, which has not been a great supporter of this program.

Mr. ADDABBO. You call it compensatory capital. Are they receiving any additional compensation from the Government and the SBA?

Mr. SAMUELS. None. But what they are getting is, we are taking 90 percent of the risk. We are leaving a little risk with the banks, but we are taking 90 percent of the risk. So this really is Government doing what the Government should do in terms of our social and economic interests, and the banks doing what the banks can do better. This is what I think is a creative way of the Government letting the private sector do something that they can do better than we can.

Mr. ADDABBO. I believe that even prior to this program that on all SBA guaranteed loans the maximum was 90 percent; am I correct?

Mr. SAMUELS. We had some 100-percent loans under EOL's. I am against 100-percent guaranteed loans to banks, because I think if they aren't willing to take 10 percent of the risk we probably shouldn't take the loan in the first place.

Mr. ADDABBO. The reason I am going into it at this length is, we have found that we have promised to minorities many times too much, and we cannot deliver. And these programs sound great. And as I say, I would love to see the closed businesses in my district reopen where they can. And we had an SBA office in my district. But when they

went there and took applications, that was the end of it. And you had greater frustrations.

Mr. SAMUELS. Mr. Congressman, I said in 3 months I have doubled the rate of minority business loans that we have made in this country. Now, I think that is an indication that we are moving up. We have got a long way to go. I am trying to provide some new businesslike approaches in every city as to how to approach this problem. And New York is a particularly complicated one. But I think you will find that we have probably doubled in New York also in the last 3 months.

The CHAIRMAN. Further questions, Mr. Addabbo?

Mr. ADDABBO. One further question, Mr. Chairman.

We spoke of involving industry. Has industry become involved in this in any way?

Mr. SAMUELS. Industry is becoming involved city by city. What we have done, for instance, in your city of New York is, the Urban Coalition has become our partner for the management development service in New York. And the Urban Coalition, together with ourselves, will be the vehicle upon which loans are made, with the Urban Coalition organizing all the industry to provide us technical assistance. There is not one minority loan made in New York City today without a management plan. Every single one is supported somehow by one of the managerial assistance programs which have proliferated in the city of New York. We are just putting some management organization to it.

Mr. ADDABBO. I understand in New York there are some adjustments being made in the SBA area regional office. Does this require additional personnel?

Mr. SAMUELS. Certainly there is in every—I make it very clear to you, Mr. Congressman, that one thing I am going to get is, I am going to have an effective operation. I require people that are serving me to commit themselves to accomplishing the objectives I have set within the program. And where I feel it is necessary—and I think this is a prerogative that Congress will allow me—to make changes in management in terms of accomplishing the objectives, this is what I am going to do. I haven't been afraid to do this in my business, and I am not afraid to do it in government.

Mr. ADDABBO. Are they better experts that you are bringing in?

Mr. SAMUELS. I would like to feel that they are.

I might say, Mr. Chairman, that New York has been one of our poorest areas in SBA activity. New York is one of the major areas of the country in regions. And yet it provides, for instance, one-third of the SBA loans that the southeastern part of the country provides. And I could go down a whole list in your particular district, which I am sure concerns you, of the failure to service that area in a way that it should be serviced. And I am committed to do it.

Mr. ADDABBO. That is why I am asking these questions. We have had poor loan experience there.

Mr. SAMUELS. And that is why I have made some managerial changes, and am importing some additional people to see that I do the job that you want me to do in your area.

Mr. ADDABBO. My experience with the personnel has always been quite satisfactory and I believe them to be highly qualified.

The CHAIRMAN. Mr. Horton.

Mr. HORTON. Mr. Administrator, I want to commend you for utilizing the private sector. What you are doing in this area is outstanding.

I also want to commend you and the agency for acting as a catalyst. You are making a tremendous contribution to progress in this country. I have sensed, as you have, that there is a wealth of enthusiasm backed by a willingness to perform on the part of the private sector. We need some agency in Government that will act as a catalyst, that can utilize this and direct it. What you are doing in this area is very commendable. It is going to make a major contribution.

As you know, I am familiar with the work in the Rochester area, which is in my congressional district. I can attest to the fact that private industry, the banks, and the SBA have been working with the black community, and with those representing the black community, to foster black ownership of small businesses. You were in Rochester this past week, and SBA helped to develop such a business through a cooperative effort with Eastman Kodak and the Urban League. Small Business has been very cooperative there. I want to commend Mr. J. Wilson Harrison of the Syracuse office for the work he has done in this particular area.

He and other officials of the office in Syracuse have been working very closely with Xerox and the FIGHT organization in Rochester to set up FIGHTON, which will be another privately owned enterprise in the inner city.

I can personally attest to what is being done there. I feel, as does my colleague from New York, that there has not been in the past sufficient activity by SBA in New York State, and particularly in upstate New York. I want to commend you for increasing your efforts in that area.

As you also know, my congressional district not only includes the inner city, but also includes the rural area of Wayne County. So, I am very much interested in the 502 loan program. There has been some interest, but I think that we can do a great deal more in that area.

I want to ask you about small business problems in procurements by the Department of Defense. I note that small business awards declined from 20.6 percent in 1967 to 18.8 percent of total DOD procurements in 1968, and the percentage of set-asides to small business has declined from 4.7 percent to 4.4 percent of their procurements in 1968.

Prior to your administration, there were SBA representatives in the major Department of Defense procurement centers. This accounted in large measure for the small business set asides by the Department of Defense. It was decided, over our objection, that these representatives would be withdrawn, and that the small businessman would have to depend upon a Department of Defense employee to provide this service. A decline in small business set-asides was the result.

Now, I am concerned, as I know you are, about small business getting Government contracts, and particularly through the Department of Defense procurement set-asides. What have you done and what is your policy with regard to set-asides?

Mr. SAMUELS. I thought, Congressman, I would ask Mr. Irving Maness, who is in charge of this in our department, to answer this specifically to you.

Mr. MANESS. Mr. Congressman, as you have alluded, just recently we reinvolved the PCR's. We sent representatives to participate in the

largest installations in order to increase both the set-asides and the awards to small business. As you know, this program just commenced a few months ago. We now have 33 men located in the largest installations.

The figures you quote are the figures through fiscal year 1968, which ended in July 1968, and does not carry the new figures in August and September. We hope that, having located the 33 men in the largest military procurement installations, that there will be an increase in the percentage of procurements going to small business.

As far as the set-asides are concerned, we believe there will be an increase due to the procurement center representatives' activities.

Mr. HORTON. Could I interrupt there, Mr. Maness? These representatives that you are talking about are employed by the SBA and not by the Department of Defense. Is that correct?

Mr. MANESS. These 33 men are SBA employees. They are PCR's, procurement center representatives, employees of SBA.

The CHAIRMAN. Would you yield?

Mr. HORTON. Yes, sir.

The CHAIRMAN. Do you attribute this decline in SBA contracts and set-asides to the fact that these personnel were not available to SBA during this period?

Mr. MANESS. Mr. Chairman, I attribute the major decrease to the failure to have procurement center representatives in these installations.

Mr. HORTON. Mr. Chairman, I want to applaud the agency for going back to this PCR system. It will make a tremendous difference.

Mr. CONTE. The reestablishing of that program was at the urging of this committee.

Mr. HORTON. That is right.

The CHAIRMAN. We hope that here again the trend may be reversed. The decline has been rather dramatic.

Mr. HORTON. It certainly has. I am glad to see that the system of procurement center representatives is now being reeffected.

I would like to indicate to you, Mr. Samuels, my support for what you are doing, and wish you well.

Mr. SAMUELS. Thank you very much, Congressman.

The CHAIRMAN. Mr. Dingell, any questions?

Mr. DINGELL. Thank you, Mr. Chairman.

Mr. Administrator, I would like to commend you. You appear to be moving into areas that need attention in a vigorous and effective and forceful fashion. And this is most pleasing to me.

I am of course happy to see that you have with you this morning Mr. Maness and Mr. Greenberg, who are good friends of mine, and I think outstanding public servants, and an old friend of mine from Army days by the name of Murray Kramer.

I want to talk to you about some of the things you have done. I noted with considerable approval that you have moved in to eliminate some of the arbitrary exclusions from loan capability and capacity that previously the SBA had imposed on itself. Some of this has been regarded as poiltically hazardous, such as in the case where you are making loans to businesses which engage in the sale in one fashion or another of alcoholic beverages.

Mr. SAMUELS. I have taken politically hazardous steps before.

Mr. DINGELL. I am aware of this. And I think that this is desirable, because I don't like government by regulation where the Congress had been silent on matters.

I would like to inquire, if I may, and perhaps elicit your views, as to what you propose to do now with regard to loans to small newspapers. We have large numbers of small newspapers around this country that are excluded arbitrarily from participation in SBA loans.

Mr. SAMUELS. I really haven't taken a look at that, Congressman. I will at your suggestion. It seems to me that unless there is some different feeling by the Congress, that the development of small newspapers in rural America and suburban America ought to be something that we ought to encourage as long as we in no way interfere with the freedom of the press. And I will be glad to take a look at that in terms of your suggestions.

Mr. DINGELL. I would be most pleased.

I wanted to comment on the set-asides, but I see that has already been commented on by some of my colleagues.

I want to discuss your funding situation. Almost every Government agency that I deal with these days is faced by severe, oppressive limitations on funds. The portion of your funds that I am most concerned with would be the area of your funds available for loans to business directly, your revolving fund, and things of that kind. Can you tell us what the status of that fund is?

Mr. SAMUELS. The revolving fund—we have funds to 1970 in our revolving fund. And then I will have to come to Congress again for support for our revolving fund in 1970. But under the accounting procedures that we have—I have very little direct money available, but under the accounting procedures that we have I have a lot of opportunity to fund guarantee loans. In fact, we can move up considerably in the total number of loans. And that is how I hope to move up from $800 million last year to a billion or a billion, one hundred million this year from guarantees out of the banks.

I would like to say that we are obviously moving to some entirely new thrusts in the agencies which require an entirely different kind of utilization of our manpower in the field. And nobody in our agency can be hired without Mr. Greenberg's or my signature, not even a secretary. And our attempt is to meet the needs of Congress, the desires of Congress, and to make effective use of our personnel, and at the same time begin to understand that we have got some new thrusts to the agency that require some support.

I might say at this time, as difficult as this is, I am hopeful that we can successfully execute the responsibilities you have given us with the limitations that Congress has provided us.

Mr. DINGELL. I am pleased to see the shift of emphasis. But I am still troubled about your direct loan program. My experience has been that you have a distinct shortage of funds.

Mr. SAMUELS. We have a distinct shortage. And therefore if we don't get the banks involved—and I made it clear—I think you came in late, Congressman—that the first duty that I had with the SBA, if I was going to be effective, was to find new sources of money. And I think we found it in the ABA. And we are getting that kind of support.

I might say that this afternoon we are going to make an announcement with Congressman Patman on the way we are going to support an expansion of the SBICs, using funds from other financial institutions.

So I think what you have really given me is a new responsibility. When I first came in the SBA it was, where was I going to find the capital, the money to operate it. And we are going to the private institutions. And I assure you, Congressman, this is the businesslike way to approach the matter anyway.

Mr. DINGELL. The question I have, though, I do run into a number of instances back home with constituents, businessmen who do find themselves unable to get direct loans, not because they don't qualify, but simply because from time to time there will be a freeze on, or there is a shortage of direct loan money. I have found that the SBA officers back home are extremely cooperative in this area, and they do their level best. But the information I have been able to gather from my own scrutiny is that a lot of the difficulties that come from the direct loan program stem directly and entirely from a shortage of funds available to you to carry forward this program, a lot of times because of budgetary freeze, or something of this kind. And I would like to get whatever comment you can give us at this time that would be helpful in this regard.

Mr. SAMUELS. Mr. Congressman, this will continue, and I see no help certainly in terms of the present restraints put on us by Congress, looking at next year, that we are going to have more direct money. Therefore, it is my job and my responsibility to get the banks in your district deeply involved. But in reality, if we are willng to take the guarantee up to 90 percent of the loans of the banks, the banks should be wlling to take a reasonable risk.

What I am saying to you Congressman, is that I hope we will be able to service you better, because we are moving from $800 million to over a billion dollars this year, and I hope over a billion and a half next year, and we will be able to service you better, despite the fact that we have less direct money, with a vigorous effort to get the banks involved as our partners.

Mr. DINGELL. You are still going to have a shortage of direct loan funds, which is going to hurt?

Mr. SAMUELS. It shouldn't necessarily hurt if the borrower can get the money from the banks directly, as long as he can get the money. And the same kind of criteria that we use should be criteria that the banks would accept, particularly if we are going to guarantee up to 90 percent of the loans.

Mr. DINGELL. Let me ask you this: Are your procedures for the guarantees going to be substantially similar to those of SBA procedures?

Mr. SAMUELS. Very similar, in terms of reducing paperwork, to SBA procedures.

The CHAIRMAN. Further questions?

Mr. DINGELL. No further questions.

The CHAIRMAN. Mr. Morton.

Mr. MORTON. Thank you, Mr. Chairman.

Mr. Samuels, I want to congratulate you on the impact you have had on this committee. I have seen some members here for the first in the 2 years that I have been on the committee.

Mr. SAMUELS. I hope I have had somewhat of the same impact on doing the job for you.

Mr. MORTON. A couple of housekeeping questions. I know we are all trying to operate the Government as efficiently and frugally as we can. I notice you have been keeping your building open on weekends. Is a 24-hour operation necessary?

Mr. SAMUELS. Mr. Morton, you come there on Saturday, you will find me all day there on Saturday, and a lot of our people there all day Saturday. I don't know how we can do this new thrust without the involvement of our top personnel. I might say that one of the great and pleasing things for me as a public servant down here for my 11th month is the tremendous amount of support that the public servants in Washington are giving me in working considerably over the 40-hour week.

Mr. MORTON. I don't begrudge you a bit, considering those of us in Congress who work all the time.

Mr. SAMUELS. Congressman, actually, the office is open all day Saturday, but on Sunday when I come in you have to have a key to get in the building. There is no staff or anybody there on Sunday.

Mr. MORTON. I guess you know the cost figures when you are open on weekends. Your guard figures are $38 an hour, and your air-conditioning figures are around $1,000 a day.

Mr. SAMUELS. Mr. Congressman, I have been there at night, and I have been very upset because we turned the air conditioning off at our building at 7 o'clock at night. And you will find a lot of us there past 7 o'clock. You can call me.

Mr. MORTON. I probably will.

I am concerned about the realinement of the thrust of the SBA. You have clarified this to an extent, but as I first understood it from the press releases that I have seen of the meetings that you have had, the focus was going to be on minority problems of the inner city. The implication was that priorities were going to change. Are you or are you not changing the basic system of priorities so that the rural areas are going to lose proportionately the privileges and economic assistance they have formerly received from SBA?

Mr. SAMUELS. Congressman, I would like you to know that what we are doing is adding on, not anything else. In fact, one of the things that I am constantly doing, which I did in my company, is taking a look at the way we use our management and our people. Because obviously if I am going to just add on, we have got to make a more effective agency, if we are going to have more attention and more people in terms of the minorities, we are either going to take it away from what we are doing, or do it more efficiently. And I like to feel that we are moving toward efficiency and not neglecting an important part of the country.

Mr. MORTON. Is one of the important criteria for making a loan, whether it be done direct or through the bank, as far as you are concerned, the number of jobs that this capital will produce, whether it

is under white ownership or black ownership or any other kind of ownership?

Mr. SAMUELS. In reality, Congressman, our decisions on whether we make a loan are really based on the economy of that loan, whether we feel we are going to get our money back and whether that business can make a profit. That is the basis upon which the SBA has made their loans.

I think our section 502 corporation, however, really understands the social needs of the economy, jobs in the rural parts of America. And therefore, indirectly, we are involved in jobs, but not directly. And when we move this agency, with your help, from supporting not $800 million but a billion and a half dollars worth of development of small businesses in the country, rural and in the inner cities, we are creating jobs.

Mr. MORTON. What is the total amount of money that the banks have loaned to date under this 90–10 ratio guarantee?

Mr. SAMUELS. I think you would have to take a period of time. Right now this month we expect to be close to 55 percent of our total loans will be loans which the banks will be picking up.

Mr. MORTON. How much is that?

Mr. SAMUELS. Well, in terms of dollars we are loaning—in one part, 53 percent, the private sector came up with about $50 million in the first 2 months of the year.

Mr. MORTON. Now, most banks look at their loan deposit ratio as an important indicant of their condition. When you go to a bank with a proposition that you share with them on a 90/10 basis—and there is apparently an eagerness on the part of the bank to share this, because they do get guarantees that they wouldn't get in the ordinary money marketplace—are you seeking money that these banks would put into the economy over and above what they would put into the economy if this program did not exist, or are these loans that the banks are putting into the economy through the SBA instead of through their normal managerial channels?

Mr. SAMUELS. Well, I would think it is a little of both, Mr. Congressman. I would say that if the banks are limited by commercial loan money, that the money they put into this part would have to come from some other place. On the other hand, the amount of money we are talking about is pretty small in terms of the commercial loans of the country. If we get to a billion, $100 million this year, and the banks come up with 50 percent, or half a billion dollars, it is still pretty small in terms of the total commercial loans of the country. I don't think it is going to have appreciable effect on any other part of the economy.

Mr. MORTON. This is important, and it is important for the record that you state that. I agree with you that the question has been raised as to whether or not the SBA really, in effect, is underwriting a bank condition. The answer in my book is that it is not, because it provides such a small fraction of the total collateral.

Mr. SAMUELS. Right.

Mr. MORTON. As far as the minority ownership program is concerned—and this certainly is a wonderfully ambitious one—what kind of monitoring are you going to have of management development? You brought in the Urban Coalition and Talent. What is going to happen if these things start to go sour? How quickly are you going

to know it? How much personnel is it going to require on your part to involve yourself in monitoring the condition of these new businesses?

Mr. SAMUELS. First, let me say, we don't have additional personnel to put on. This is the utilization of the private sector program area by area.

Second, this is one of the advantages of working with the banks, because banks tend to have a closer relationship individually than we can have as a Government agency.

Third of all, if the program works the way I hope, Congressman, every single minority will have a businessman assigned to him who will keep us constantly informed as to the progress of that business and the support that he needs. And this is really the kind of support I think it is going to take.

Mr. MORTON. I represent a rural area in which the largest town is some 30,000 people. Can you honestly say that the thrust of the Small Business Administration is going to be such that areas like mine are not going to be penalized by the new policy?

Mr. SAMUELS. I can say, certainly, they wouldn't be penalized. I might say, Mr. Congressman, that they don't have all the tools that they think they ought to have in terms of economic planning even today.

Mr. MORTON. I agree with that.

Mr. SAMUELS. I think today in Washington as far as I know the really only viable tool—the $50 million that the EDA has is peanuts compared to what I think we can put out in 502 corporate support. And these kinds of things—what the EDA has—and as you know, I was Under Secretary of Commerce—it can go into a city and do a technical analysis, economic analysis, it can really bring the people together to start to think about their economic planning, but it has no real support for it, $50 million.

It can build sources, but after you have built the source you have got to plan, how do you bring the industry in? It really doesn't go far now. And thus the 502 corporation is really an important part of this whole vehicle. And I might say that some of the areas of the country have used TV effectively, and some others haven't and I have asked our staff to write an analysis up for all of the Congressmen of this country to give them information encouraging the utilization of this program in their specific areas.

Mr. MORTON. Mr. Administrator, you have mentioned planning several times today, and you have said that you think this is the great weakness, that we don't have long-range guidelines that are set well enough in advance to actually prevent all kinds of bad things from happening to our social and economic structure. I agree with you 100 percent. What agency of government do you think—and you have had some broad experience in government—should be totally involved or should be most involved in this planning effort?

Mr. SAMUELS. Well, I am not sure that there shouldn't be a realinement of agencies, Congressman. I think economic planning ties in not only with the economy of the country, but also the manpower of the country. And the U.S. Employment Service, you know, is for the birds. It is about 30 years behind any kind of reasonable manpower planning with a computer. And I can go into the city of New York and find out

in 10 seconds whether I can get an airplane from Chicago to San Francisco, and I can't go into, in this computer age, any U.S. employment agency and get any kind of information as to where I should go for a job in the country. Our utilization of manpower all ties in to a much better planning cycle. I am an engineer by profession. And we have had more technical change in 15 years than the 1,750 years after the birth of Christ. And we are still trying to deal with planning in this country like American business did 100 years ago. I did better planning in running my $80 million business than the Government does in running the economy of the country.

Now, we have just got to begin to bring the word "planning" into our thinking, and we have got to have some central agency in Washington that is really beginning to do planning leadership. In the end it has got to be done locally, because there are some technological revolutions taking place in all of the areas of the country, the Appalachian and the problems of the South can take part in other industry tomorrow, and we would just be caught with our pants down as we are almost every time in one of these crises.

Mr. MORTON. You would support a commission similar to the Hoover Commission to try to come up with a reorganization of the executive branch so that planning would have its proper place?

Mr. SAMUELS. We have got to begin to bring planning into our thinking. We operate by crisis and not by planning.

Mr. MORTON. There are a few of us who are trying to bring the Legislative Reorganization Act, which passed the Senate overwhelmingly, out on the floor of the House so that we can debate it and look at it. Here again is an effort to bring the Congress into the 20th century and out of the horse-and-buggy era. I agree with your comments on planning, Mr. Administrator. But for Heaven's sake, let's not be guilty of going after one thing, like putting a man on the moon, and then all of a sudden, because there are some economic changes, wipe that whole program out and do something else. Let's not jeopardize the efforts that we have made toward stabilizing, as the gentleman from Oklahoma said, the population through the development of capital job-producing structures in our rural areas.

I hope that in our overwhelming desire to solve the ghetto problem you don't, in effect, neglect the area where I think, long term, the solution lies.

That is all I have. Thank you.

Mr. SAMUELS. Mr. Chairman, I think that is important not only from the standpoint of the economy but also the quality of the life.

The CHAIRMAN. Mr. Burton, any questions?

Mr. BURTON. Thank you, Mr. Chairman.

Mr. Samuels, I would just like to underscore what several of our colleagues have said about Project Own. Certainly, the objectives are desirable. My voting record as far as civil rights and some other legislation would pretty well meet with your approval. I am worried and concerned, however, that the project may more "ghettoize" the ghetto than it is now. I would hope that would not be the case. One of the dangers in the program is that we won't know for possibly 5 or 10 years what the impact of this is going to be. I would proceed with caution because, if you are going to take a minority community and build an enclave out of it, businesswise, socially, racially, and

every other way, that isn't the direction some of us want to go. It is segregation in reverse. Some of us think that what the races need is more integration and more communication.

It seems to me that the thrust of the program—and I have your press release here in which you announced what you were going to do—is toward discrimination in reverse. It is a program that is directed at the minorities. It will make some people of the majority more upset than they otherwise would be when they see this article in the Post that an agency of Government is going to go out and direct its attention solely to minorities.

I would like to have your comment.

Mr. SAMUELS. First of all, I think we have covered that our effort is not certainly solely to minorities. It is an emphasis.

The second thing, Mr. Congressman, is that I would love nothing more than to face a country that was integrated and not segregated. And I would like to be part of any kind of positive program that we could do to bring that about. I think the reality is, they—the point that I have made and the point that I would like to emphasize is that we have a segregated inner city. And all the data indicates that this is a movement of the country, at least for a short period of time, that we are going to face. And building the apartments and the parks in the inner city without building the economy and the stores and the services in the inner city just does not make any sense.

And if you have been—and I am sure you have—in the inner cities of America like I have been, and you have seen the boarded up stores and the bombed out stores, I know you recognize that the reality is that they are not being rebuilt and they will not be rebuilt without more minority participation. I think the reality is that this has to be the first step in developing the country, and maybe the second step which the country may be more willing to face 10 or 12 years from now to move to a more integrated society.

Mr. BURTON. We can agree on the realities of the cities.

I recognize the problems. One can't drive through the streets of Washington and not recognize that there are problems.

I just want to say for the record that I have some concern about the direction of the program. If it is going to be a "segregated" program, I don't think it is good.

Mr. Samuels, I would like for you to repeat as best you can to the members of this committee the statement that you made before the present majority party platform committee regarding tax incentives for small business.

Mr. SAMUELS. Mr. Congressman, I am a great believer in incentive. I came to Washington as a great believer in tax incentives. I think we need incentives to move people where they should move and the economy where it serves the interest of the country. The differential is between tax incentives and grants. What worries me about tax incentives is that they don't show on one side of the ledger and they are just as expensive as if they were a grant on the other side. As a businessman I would like to see what I spend. And if tax incentives have the kind of controls in them to be sure that we know what we are spending and how effective we are spending it, I am for tax incentives.

Otherwise, I think a more effective tool very often is grants. And that is the only differential I made. I could believe that the Federal Gov-

ernment has the responsibility and opportunity to use its economic tools to move the economy in the way which serves the social and economic interests of the country.

Mr. BURTON. Have you had an opportunity to read the identical bills that have been introduced by the chairman of this committee, Mr. Morton, Mr. Corman, Mr. Patman, Mr. Horton, Mr. Steed, and myself regarding tax incentives?

Mr. SAMUELS. I am not sure that I have in detail——

The CHAIRMAN. We want you to look at it a little more carefully instead of just glancing through.

Mr. SAMUELS. Thank you. I got that message, Mr. Chairman.

Mr. BURTON. I would appreciate it if your staff would analyze these eight bills, and give us in writing your opinion and analysis of them.

(See p. 299 infra for letter from Mr. Samuels to Chairman Evins.)

Mr. BURTON. I would like to say that in the future, if you have any comments to make—and I am sure I speak for members on both sides of the Chair—I would like you to make them before this committee and not before a platform committee.

Mr. SAMUELS. First of all, I appreciate the opportunity of appearing before this committee that has given us the kind of tools that make it possible for me to execute my job. And I would be glad to communicate with the committee any time you will allow me in the future.

Mr. BURTON. That is all.

The CHAIRMAN. Mr. Broyhill.

Mr. BROYHILL. I do share the concern of Mr. Burton, that we do not change the SBA program that has been operating in the rural area.

Mr. SAMUELS. Particularly good in your State.

Mr. BROYHILL. The 502 program, particularly, in our State has been fabulous. I think the last time I checked it had created some 8,000 or 9,000 jobs. This has prevented migration of families to the cities and has alleviated an already troubled situation.

Do you favor the retention of SBA as an independent agency, or do you personally feel that it should be a part of the Department of Commerce, as has been advocated by many?

Mr. SAMUELS. It seems to me that I favor, certainly under the present organization of the Government—and I don't negate the possibilities as we discussed earlier of some restructuring of economic planning and programing later—but certainly today this agency can only be effective as a separate agency with the tools that you have given us. I would not look with favor to encouraging its involvement in any other agency in the Federal Government.

Part of my effectiveness in being able to execute my responsibility is the fact that we are an independent agency and we have the kind of support in Congress that we have today.

Mr. BROYHILL. Thank you.

The CHAIRMAN. Mr. Administrator, we want you to look with a little more favor on this tax incentive proposal. You talk about the banks' participation because of the incentives that are generated with the little risk they take. Why not interest industry in little towns and rural areas because of tax incentives? This is not available to them. When you have a tax incentive you have an incentive. When you get a grant you lose some incentive. It becomes welfare.

Any further questions, gentlemen?

Mr. MORTON. Mr. Chairman, we didn't get into the SBIC program to any extent except as the Administrator alluded to it in his remarks.

Is this program a forward looking program, or do you feel that it has run its course? What is your evaluation of the SBIC program? It seems to me that here again it is possible to put to use an awful lot of talent in your managerial assistance programs, but I haven't heard you refer to it except once.

Mr. SAMUELS. Congressman, let me say to you that until we solve the financial problems of the SBIC's, how are we going to get money into them, the SBIC's are standing still. I say the only approach to providing money is by going to the other financial institutions to put in money for SBIC's. I think we have got that part solved. We are hoping to get the support of Congress for the tax changes in the SBIC's. It will be very discouraging if we do not get this support.

At the same time I am having problems with the SEC. It seems to me that the SBIC's are standing still. It seems to me that there is a tremendous need and a potential of using the SBIC's not only to expand small business, but also to provide incentives so the SBIC's can support minority businesses or other social interests of the country on a profitable basis.

I really have this under investigation today. I would like to make some additional recommendations on this, because I think we have a vehicle that we have only begun to use and which I think we ought to use much more effectively than we have, and I am trying to make the changes in it to go in that direction.

Mr. MORTON. Thank you.

The CHAIRMAN. Mr. Administrator, you may extend your remarks on the SBIC's for the record and on these other subjects if you so desire.

Mr. BURTON. May I have your assurance, Mr. Samuels, that you will give each member of the committee your personal observations and opinions on this tax incentive bill?

Mr. SAMUELS. You certainly may. I will appreciate the opportunity of doing this.

(Mr. Samuels subsequently wrote to Chairman Evins as follows:)

U.S. GOVERNMENT,
SMALL BUSINESS ADMINISTRATION,
*Washington, D.C., October 11, 1968.*

HON. JOE L. EVINS,
*Chairman, Select Committee on Small Business,*
*House of Representatives,*
*Washington, D.C.*

DEAR MR. CHAIRMAN: During my appearance before your Committee on October 1, there was brief discussion of similar bills introduced by you (H.R. 14600), by Congressman Burton (H.R. 9032) and by other members of the Committee to provide tax incentives for the establishment of new or expanded job-producing industrial and commercial establishments in rural areas having high proportions of persons with low income.

In the case of H.R. 14600, for example, the Secretary of Agriculture would designate economically deficient areas, in accordance with standards prescribed in the bill. A business enterprise which established in one of these areas an operation creating at least 20 new jobs for persons of low income would, under certain conditions, be eligible for increased tax credit against its investment in plant and machinery and for accelerated amortization benefits.

On questioning at the Hearings, I offered some general comments on the merits of tax incentives as a means of enlisting the resources of private industry in the

War on Poverty. As a general rule, I feel that tax incentives are inferior to grants or other forms of direct assistance for these purposes.

Although tax benefits may not be more expensive to the Government as grants, the amount of revenue loss entailed in a given case is usually difficult to measure. In further contrast to grants which are subject to periodic public review to determine whether their objectives are being accomplished in the most economical way, tax benefits tend to get built into the system.

I heartily endorse the purpose of H.R. 14600—to promote the economic development of rural America. Economic development of these areas is a national necessity. It is essential to stem the tide of migration out of rural America into overcrowded cities. I believe the small business community and the Small Business Administration can and should play an important role in this development.

The provisions of the bill which concern me as Administrator of the Small Business Administration are those which provide for additional tax incentives in specified areas for the types of investment already covered by investment tax credit provisions of existing law and which limit the application of the additional credit to investments which result in the employment of twenty or more persons.

As you probably know, some spokesmen for the small business community have been critical of the investment tax credit because they felt that its primary benefits were enjoyed by the larger, capital intensive and higher profitmaking concerns. H.R. 14600, because of its application only to substantial investments, would appear to be even more restrictive in this respect. The rapid amortization feature would appear to have the same discriminating effect.

In closing, I would like you to know that I do not object to incentives to small businessmen to achieve national objectives. Rather my position is related to the techniques of accomplishing this purpose as opposed to the principle of incentives, which I wholeheartedly support.

Your continued support for the small business community of the country is deeply appreciated.

Sincerely,

HOWARD J. SAMUELS, *Administrator.*

The CHAIRMAN. Our counsel, Mr. Jacques.

Mr. JACQUES. You can't read the Small Business Act without getting the clear-cut impression that the Congress attaches a high degree of importance to the agency's procurement activities. The question I have is, In promoting your Project Own, have you stripped the procurement personnel from the various regional offices? And the main reason I ask is because a Member of the House called this committee's office not very long ago and wanted some help for a company which was, for the first time, trying to sell to the Government. So I called the appropriate regional office but the answer I got was, "We have nobody that could provide that service at this time. The last procurement man I had was assigned to Project Own." Can you comment on that?

Mr. SAMUELS. As far as I know, we have not assigned any procurement people. Obviously, when you reestablish the agency—I am reviewing every single job, and I certainly will look into that. And if we are not servicing the procurement need, we will take a look at the reutilization of our people.

It isn't necessary in my mind for that part of our program to suffer in terms of Project Own.

Mr. JACQUES. It is very important to the Members of Congress that their constituents receive this service. And I think it would be a very high price to pay to give it up.

Mr. SAMUELS. I appreciate the comment. And you will get a comment from me in writing about that.

(NOTE. The comment had not been received prior to the printing of this record.)

Mr. JACQUES. Until about August of this year the agency would not consider as eligible an application for a loan the proceeds of which

would be used to effect a change of ownership. Now, are you going to bump into an adverse ruling of the Comptroller General if you persevere. The agency's prior policy, I believe, was in reflection of the then interpretation of the Small Business Act?

Mr. SAMUELS. I have reviewed this with our counsel. And our counsel has given me written indication that we will have no trouble in this execution.

Mr. JACQUES. I haven't seen a new regulation published. Has there been——

Mr. SAMUELS. Bill?

Mr. GENETTI. We haven't changed our regulation at all in that regard. If you will recall, the regulation does have words to the effect—may I read it to you?

Mr. JACQUES. Did I misstate the former policy?

Mr. GENETTI. The exact words of the regulation are:

Unless such a change will promote the sound development or preserve the existence of a small business concern.

Mr. JACQUES. Oh, yes, there has always been that exception, to preserve an existing entity. That is not the test today, as I understand it.

Mr. GENETTI. Our attitude is, particularly in this Project Own, where we are primarily concerned with the transfer of businesses, we feel that the majority of these cases will fall under the exception.

Mr. JACQUES. You mean the business world otherwise disappear?

Mr. GENETTI. That is right.

Mr. GREENBERG. Or would be prevented from expanding.

Mr. JACQUES. But you don't intend to limit it to that?

Mr. GENETTI. For the time being we have. We have no instances where we have not. Of course, if we come to the point where we have to expand beyond that point we will have to have a change in the regulation.

Mr. JACQUES. Would the law permit it?

Mr. GENETTI. We think so.

(A letter from Mr. Samuels regarding this matter follows:)

SMALL BUSINESS ADMINISTRATION,
*Washington, D.C., October 9, 1968.*

Hon. JOE L. EVINS,
*Chairman, House Select Committee on Small Business,*
*House of Representatives, Washington, D.C.*

DEAR MR. CHAIRMAN: At the recent hearings before your Committee this Agency was asked to explain its policy for loans to effect a change in ownership, particularly as it relates to Project OWN.

The present regulations provide that business loans under Section 7(a) of the Small Business Act may be made where a change in ownership will promote the sound development or preserve the existence of a small business concern (§ 120.2(d)(2) of Part 120). As to loans under the Economic Opportunity Act, the regulation provides that a loan may be made where the change in ownership will further the objectives of the economic opportunity loan program, i.e., loans to low-income individuals or loans to small business concerns located in areas with high proportions of unemployed or low-income individuals (§ 119.21(c) of Part 119).

Under Project OWN, loans that have been made to inner-city applicants to effect a change in ownership have been within the policies published in the outstanding regulations, namely, to promote or preserve the continued existence of the small business concern, or to achieve the objectives of the EOL loan program.

We are considering, however, broadening the policy position for business loans under the Small Business Act, that is loans made to Project OWN applicants which are in excess of $25,000. Section 7(a) of the Act authorizes loans "as may

be necessary to ensure a well-balanced national economy." The policy of Congress as stated in Section 2(a) of the Small Business Act, includes the following statement:

Only through full and free competition can free markets, *free entry into business, and opportunities for the expression and growth of personal initiative and individual judgment* be assured. [Emphasis added.]

It is within the context of this policy statement by Congress that entry into ownership will provide opportunities for growth in personal initiative and individual judgment, will preserve and expand competition under the free enterprise system, and will contribute to the economic well-being and security of the Nation.

Accordingly, we are considering expanding the change of ownership policy to permit loans which would contribute to a well-balanced national economy by facilitating ownership by persons who could not otherwise participate in the free enterprise system because of economic, physical or social disadvantages, or because of the disadvantage of being located in an area where adequate business financing through normal lending channels is not available on reasonable terms.

I appreciate this opportunity to explain our policies on a matter significant to the advancement of Project OWN and your continued interest in our programs.

Sincerely,

HOWARD J. SAMUELS, *Administrator.*

The CHAIRMAN. Mr. Administrator, I think this hearing will be very helpful. And we appreciate the opportunity for a get-acquainted meeting with you. You have many tools, and this committee is interested in seeing you utilize these tools properly and effectively in line with the intent of Congress.

Your policy regarding the independence of SBA has already been mentioned by Mr. Broyhill and others. Of course, you brought from GSA a very efficient and very effective man, Mr. Greenberg. If you bring efficient and effective men from Commerce over, maybe they will get the Gospel and the indoctrination, and they will not be wanting you to consolidate or merge with the Department of Commerce.

Mr. SAMUELS. Thank you.

The CHAIRMAN. I have a question here, that you are utilizing a number of personnel in Commerce. Who is paying the salaries, what authority, what arrangement has been made?

Mr. SAMUELS. This is part of an attempt to stop the fragmentation of efforts between agencies in terms of utilization of people. When I was with the Commerce Department, we had some programs for the development of minority businesses, and it just seems to me that the worst thing this Government can do is have the same kind of program going on in four or five different agencies.

When I came over, there was an understanding that we would bring all the services together. These people have been detailed over to us, and I think some of them are going to stay with us in the program.

The CHAIRMAN. Have you got any information as to the number of new minority-owned businesses that have been created since you have been Administrator?

Mr. SAMUELS. I don't have——

The CHAIRMAN. Numberwise, you testified earlier that you wanted to bring in 20,000 new businesses a year in your agency.

Mr. SAMUELS. Do we have those figures with us today?

I think we have July and August figures.

The CHAIRMAN. You have only been aboard as Administrator for about 3 months, and your goal is 20,000 businesses in a——

Mr. SAMUELS. That is about 1970, Mr. Chairman, that this is what I think the agency requires.

Are you talking about minority or total?

The CHAIRMAN. Both, total and minority.

Mr. SAMUELS. Minority went from 2,000 to 4,100 in the last 60 days, really. And the development of regular businesses are going at it at about the same rate they did last year.

The CHAIRMAN. Again, we commend you for your testimony, and all of your staff. And we thank you for the opportunity of this get-acquainted meeting.

Mr. SAMUELS I thank you for the opportunity and for your continued support.

The CHAIRMAN. We will stand adjourned until further notice.

(Whereupon, at 12:30 p.m., October 1, 1968, the hearing was adjourned, subject to the call of the Chair.)

# APPENDIX

## SUMMARY OF SBA LOAN APPROVAL ACTIVITY

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ALABAMA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 2,500.00 | 3 | 30,500.00 | 30,500.00 |
| Participation | 0 | 0 | 0 | 6 | 290,000.00 | 215,250.00 |
| Guarantee | 1 | 100,000.00 | 50,000.00 | 8 | 667,000.00 | 494,000.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 18,500.00 | 18,500.00 |
| Participation | 1 | 5,000.00 | 2,500.00 | 1 | 5,000.00 | 2,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 338,000.00 | 338,000.00 |
| Participation | 0 | 0 | 0 | 1 | 120,000.00 | 90,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 82,500.00 | 82,500.00 | 7 | 133,000.00 | 128,950.00 |
| Participation | 10 | 431,000.00 | 328,550.00 | 36 | 1,690,000.00 | 1,259,975.00 |
| Guarantee | 6 | 565,000.00 | 445,250.00 | 15 | 1,227,000.00 | 937,150.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 10,000.00 | 10,000.00 | 3 | 37,000.00 | 37,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 11,000.00 | 11,000.00 | 4 | 75,500.00 | 75,500.00 |
| Participation | 7 | 387,000.00 | 264,500.00 | 17 | 1,024,500.00 | 752,375.00 |
| Guarantee | 4 | 305,000.00 | 189,150.00 | 5 | 360,000.00 | 239,250.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 33,000.00 | 33,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Participation | 1 | 20,000.00 | 15,000.00 | 1 | 20,000.00 | 15,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 350,000.00 | 350,000.00 | 1 | 350,000.00 | 350,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 34,000.00 | 34,000.00 |
| Participation | 3 | 130,000.00 | 106,500.00 | 7 | 275,000.00 | 215,250.00 |
| Guarantee | 2 | 407,000.00 | 357,750.00 | 3 | 507,000.00 | 432,750.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 40,000.00 | 40,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 218,500.00 | 218,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ALABAMA—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 2 | 48,000.00 | 48,000.00 |
| Participation | 4 | 210,000.00 | 129,700.00 | 12 | 730,000.00 | 537,450.00 |
| Guarantee | 2 | 220,000.00 | 177,750.00 | 6 | 498,500.00 | 419,025.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 1,088,300.00 | 1,088,300.00 |
| Participation | 0 | 0 | 0 | 1 | 27,000.00 | 21,600.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 7,000.00 | 7,000.00 | 3 | 118,000.00 | 118,000.00 |
| Participation | 1 | 12,000.00 | 8,400.00 | 4 | 117,000.00 | 79,900.00 |
| Guarantee | 5 | 499,000.00 | 391,446.00 | 12 | 1,500,000.00 | 1,245,396.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 2,000.00 | 2,000.00 |
| Participation | 0 | 0 | 0 | 1 | 6,000.00 | 5,400.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 19,000.00 | 19,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 30,000.00 | 30,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 35,000.00 | 35,000.00 |
| Participation | 3 | 86,000.00 | 68,100.00 | 18 | 1,008,000.00 | 723,150.00 |
| Guarantee | 4 | 261,000.00 | 232,260.00 | 8 | 687,000.00 | 559,260.00 |
| Economic opportunity loans | | | | | | |
| EOL II: Direct | 1 | 15,500.00 | 15,500.00 | 1 | 15,500.00 | 15,500.00 |
| Disaster loans: | | | | | | |
| Direct | 8 | 329,300.00 | 329,300.00 | 9 | 336,300.00 | 336,300.00 |
| Participation | 2 | 135,000.00 | 90,165.00 | 2 | 135,000.00 | 90,165.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 114,000.00 | 114,000.00 |
| Participation | 5 | 156,500.00 | 134,265.00 | 12 | 520,500.00 | 386,941.00 |
| Guarantee | 5 | 170,000.00 | 151,000.00 | 8 | 730,000.00 | 623,500.00 |
| Disaster loans: | | | | | | |
| Direct | 2 | 44,000.00 | 44,000.00 | 2 | 44,000.00 | 44,000.00 |
| Participation | 4 | 153,000.00 | 130,260.00 | 4 | 153,000.00 | 130,260.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 103,500.00 | 106,000.00 | 29 | 588,000.00 | 583,950.00 |
| Participation | 33 | 1,412,500.00 | 1,040,015.00 | 112 | 5,655,000.00 | 4,170,291.00 |
| Guarantee | 29 | 2,527,000.00 | 1,994,606.00 | 65 | 6,176,500.00 | 4,950,331.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 2,000.00 | 2,000.00 |
| Participation | 0 | 0 | 0 | 1 | 6,000.00 | 5,400.00 |
| EOL II: | | | | | | |
| Direct | 2 | 25,500.00 | 25,500.00 | 11 | 163,000.00 | 163,000.00 |
| Participation | 1 | 5,000.00 | 2,500.00 | 1 | 5,000.00 | 2,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 368,000.00 | 368,000.00 |
| Participation | 0 | 0 | 0 | 1 | 120,000.00 | 90,000.00 |
| Disaster loans: | | | | | | |
| Direct | 10 | 373,300.00 | 373,300.00 | 11 | 380,300.00 | 380,300.00 |
| Participation | 7 | 308,000.00 | 235,425.00 | 7 | 308,000.00 | 235,425.00 |
| Development Company loans: | | | | | | |
| Direct | 1 | 350,000.00 | 350,000.00 | 6 | 1,656,800.00 | 1,656,800.00 |
| Participation | 0 | 0 | 0 | 1 | 27,000.00 | 21,600.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ALASKA** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 7 | 236,938.00 | 236,938.00 | 11 | 321,338.00 | 321,338.00 |
| Participation | 8 | 575,900.00 | 513,435.00 | 20 | 1,552,900.00 | 1,305,285.00 |
| Guarantee | 1 | 20,000.00 | 18,000.00 | 1 | 20,000.00 | 18,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 1,000.00 | 4,400.00 | 3 | 26,000.00 | 20,600.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 2 | 45,000.00 | 45,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 165,625.00 | 165,625.00 | 8 | 878,325.00 | 878,325.00 |
| Disaster loans: | | | | | | |
| Direct | 463 | 8,056,525.00 | 8,057,725.00 | 3,279 | 55,539,185.00 | 55,360,117.00 |
| Participation | 1 | 28,000.00 | 27,670.00 | 8 | 1,168,170.00 | 1,147,163.00 |
| Development Company loans: | | | | | | |
| Direct | 0 | 894.00 | 894.00 | 3 | 514,504.00 | 514,504.00 |
| Participation | 0 | 0 | 0 | 0 | 43,280.00 | 41,052.00 |
| **ARIZONA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 93,500.00 | 93,500.00 | 16 | 457,150.00 | 457,150.00 |
| Participation | 1 | 45,000.00 | 40,500.00 | 5 | 160,000.00 | 134,000.00 |
| Guarantee | 2 | 110,000.00 | 99,000.00 | 10 | 806,500.00 | 700,200.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 17,400.00 | 17,400.00 | 6 | 45,900.00 | 45,900.00 |
| EOL II: Direct | 0 | 100.00 | 100.00 | 3 | 19,000.00 | 19,000.00 |
| Disaster loans: Direct | 1 | 300,000.00 | 300,000.00 | 1 | 300,000.00 | 300,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 5,200.00 | 5,200.00 | 9 | 287,800.00 | 287,800.00 |
| Participation | 2 | 160,000.00 | 84,000.00 | 3 | 286,000.00 | 197,400.00 |
| Guarantee | 0 | 0 | 0 | 5 | 560,000.00 | 501,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 27,300.00 | 27,300.00 |
| Guarantee | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| EOL II: | | | | | | |
| Direct | 2 | 26,000.00 | 26,000.00 | 4 | 76,000.00 | 76,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 29,000.00 | 29,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 60,000.00 | 60,000.00 |
| Disaster loans: Direct | 1 | 138,000.00 | 138,000.00 | 1 | 138,000.00 | 138,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 59,400.00 | 59,400.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 167,000.00 | 167,000.00 | 15 | 465,500.00 | 465,500.00 |
| Participation | 3 | 251,600.00 | 218,940.00 | 10 | 796,600.00 | 601,140.00 |
| Guarantee | 0 | 0 | 0 | 5 | 381,800.00 | 334,320.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 21,000.00 | 21,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 15,500.00 | 15,500.00 |
| Disaster loans: Direct | 7 | 102,900.00 | 102,900.00 | 7 | 102,900.00 | 102,900.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 9 | 255,300.00 | 255,300.00 | 40 | 1,210,450.00 | 1,210,450.00 |
| Participation | 6 | 456,600.00 | 343,440.00 | 18 | 1,242,600.00 | 932,540.00 |
| Guarantee | 2 | 110,000.00 | 99,000.00 | 20 | 1,748,300.00 | 1,536,270.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ARIZONA—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 17,400.00 | 17,400.00 | 12 | 94,200.00 | 94,200.00 |
| Guarantee | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| EOL II: | | | | | | |
| Direct | 2 | 26,100.00 | 26,100.00 | 9 | 110,500.00 | 110,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 29,000.00 | 29,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 60,000.00 | 60,000.00 |
| Disaster loans: Direct | 9 | 540,900.00 | 540,900.00 | 9 | 540,900.00 | 540,900.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 59,400.00 | 59,400.00 |
| **ARKANSAS** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 50,000.00 | 47,500.00 |
| Participation | 0 | 0 | 0 | 5 | 355,500.00 | 265,900.00 |
| Guarantee | 8 | 338,800.00 | 297,760.00 | 21 | 784,550.00 | 691,835.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 20,340.00 | 20,340.00 | 5 | 43,640.00 | 43,640.00 |
| Participation | 1 | 15,000.00 | 11,250.00 | 1 | 15,000.00 | 11,250.00 |
| EOL II | | | | | | |
| Direct | 2 | 11,000.00 | 11,000.00 | 2 | 11,000.00 | 11,000.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 7,500.00 |
| Disaster loans: | | | | | | |
| Direct | 10 | 389,000.00 | 389,000.00 | 16 | 623,000.00 | 623,000.00 |
| Participation | 2 | 40,000.00 | 36,000.00 | 2 | 40,000.00 | 36,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 43,700.00 | 43,700.00 |
| Participation | 1 | 65,000.00 | 58,500.00 | 4 | 163,600.00 | 144,240.00 |
| Guarantee | 7 | 437,500.00 | 373,250.00 | 22 | 1,145,500.00 | 982,775.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 8 | 78,000.00 | 78,000.00 | 18 | 183,200.00 | 182,200.00 |
| Guarantee | 0 | 0 | 0 | 1 | 9,000.00 | 8,100.00 |
| EOL II: Direct | 0 | 0 | 0 | 5 | 56,100.00 | 56,100.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 50,000.00 | 50,000.00 | 1 | 50,000.00 | 50,000.00 |
| Disaster loans: Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 2 | 75,000.00 | 75,000.00 |
| Participation | 0 | 0 | 0 | 5 | 138,600.00 | 104,820.00 |
| Guarantee | 4 | 212,000.00 | 186,000.00 | 12 | 732,500.00 | 600,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 2,500.00 | 2,500.00 | 20 | 158,996.00 | 158,996.00 |
| Guarantee | 0 | 0 | 0 | 2 | 27,500.00 | 26,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 3 | 60,000.00 | 60,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 350,000.00 | 350,000.00 | 1 | 350,000.00 | 350,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ARKANSAS—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 2 | 2 | 28,000.00 | 28,000.00 |
| Participation | 0 | 0 | 0 | 3 | 135,000.00 | 103,500.00 |
| Guarantee | 6 | 987,000.00 | 865,800.00 | 14 | 1,272,500.00 | 1,091,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 23,000.00 | 23,000.00 | 9 | 96,000.00 | 96,000.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 2 | 18,500.00 | 17,625.00 |
| EOL II: | | | | | | |
| Direct | 3 | 41,500.00 | 41,500.00 | 6 | 79,500.00 | 79,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| Disaster loans: Direct | 1 | 36,000.00 | 36,000.00 | 1 | 36,000.00 | 36,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 3,000.00 | 3,000.00 | 2 | 225,000.00 | 225,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 7 | 196,700.00 | 194,200.00 |
| Participation | 1 | 65,000.00 | 58,500.00 | 17 | 792,700.00 | 618,460.00 |
| Guarantee | 25 | 1,975,300.00 | 1,722,810.00 | 96 | 3,935,050.00 | 3,365,610.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 14 | 123,840.00 | 123,840.00 | 52 | 481,836.00 | 480,836.00 |
| Participation | 1 | 15,000.00 | 11,250.00 | 1 | 15,000.00 | 11,250.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 5 | 55,000.00 | 51,725.00 |
| EOL II: | | | | | | |
| Direct | 6 | 67,500.00 | 67,500.00 | 16 | 206,600.00 | 206,600.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 7,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 40,000.00 | 32,250.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 400,000.00 | 400,000.00 | 2 | 400,000.00 | 400,000.00 |
| Disaster loans: | | | | | | |
| Direct | 12 | 450,000.00 | 450,000.00 | 18 | 684,000.00 | 684,000.00 |
| Participation | 2 | 40,000.00 | 36,000.00 | 2 | 40,000.00 | 36,000.00 |
| Development company laons: | | | | | | |
| Direct | 0 | 3,000.00 | 3,000.00 | 2 | 225,000.00 | 225,000.00 |
| **CALIFORNIA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 68,000.00 | 68,000.00 | 8 | 227,200.00 | 217,700.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 18,000.00 |
| Guarantee | 5 | 146,500.00 | 121,800.00 | 8 | 231,250.00 | 196,575.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Disaster loans: Direct | 1 | 2,000.00 | 2,000.00 | 16 | 118,782.00 | 118,782.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 27,000.00 | 27,000.00 | 6 | 171,500.00 | 154,000.00 |
| Guarantee | 3 | 70,600.00 | 63,540.00 | 3 | 70,600.00 | 63,540.00 |
| Economic opportunity loans, (EOL) I: Direct | 0 | 0 | 0 | 2 | 11,150.00 | 11,150.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 11,000.00 | 11,000.00 | 4 | 126,000.00 | 126,000.00 |
| Guarantee | 1 | 17,400.00 | 11,484.00 | 1 | 17,400.00 | 11,484.00 |
| Economic opportunity loans: (EOL) I: Direct | 0 | 0 | 0 | 1 | 1,700.00 | 1,700.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 0 | 15,000.00 | 13,500.00 |
| Guarantee | 2 | 50,550.00 | 45,495.00 | 3 | 70,550.00 | 63,495.00 |
| Economic opportunity loans: (EOL) I: Direct | 0 | 0 | 0 | 2 | 2,100.00 | 2,100.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 30,000.00 | 30,000.00 | 2 | 40,000.00 | 40,000.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 15,000.00 |
| Guarantee | 1 | 19,000.00 | 17,100.00 | 3 | 374,000.00 | 336,600.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,300.00 | 3,300.00 | 3 | 23,300.00 | 23,300.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 6,000.00 | 6,000.00 | 4 | 350,530.00 | 350,530.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 24,106.00 | 24,106.00 | 1 | 24,106.00 | 24,106.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business Loans: Guarantee | 2 | 34,000.00 | 23,950.00 | 2 | 34,000.00 | 23,950.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 11,500.00 | 11,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Direct | 1 | 2,100.00 | 2,100.00 | 1 | 2,100.00 | 2,100.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 56,500.00 | 56,500.00 | 7 | 154,900.00 | 154,900.00 |
| Participation | 1 | 150,000.00 | 75,000.00 | 1 | 150,000.00 | 75,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 8 | 80,450.00 | 80,450.00 |
| Guarantee | 0 | 0 | 0 | 1 | 7,300.00 | 7,300.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 18,000.00 | 18,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 138,000.00 | 138,000.00 | 4 | 145,800.00 | 145,800.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 44,500.00 | 44,500.00 |
| Guarantee | 1 | 15,000.00 | 11,250.00 | 2 | 135,000.00 | 119,250.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 5 | 43,400.00 | 43,400.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 133,500.00 | 133,500.00 | 4 | 190,500.00 | 190,500.00 |
| Participation | 0 | 0 | 0 | 1 | 1,025,000.00 | 922,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 11,000.00 | 11,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 71,881.00 | 71,881.00 |
| Guarantee | 1 | 15,000.00 | 13,500.00 | 6 | 125,000.00 | 93,250.00 |
| Economic opportunity loans EOL I: Direct | 1 | 3,500.00 | 3,500.00 | 5 | 28,650.00 | 28,650.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 144,000.00 | 144,000.00 | 6 | 172,000.00 | 172,000.00 |
| Guarantee | 2 | 52,500.00 | 40,250.00 | 4 | 224,000,00 | 183,875.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 5,500.00 | 5,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 50,000.00 | 50,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 18,000.00 | 18,000.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Participation | 1 | 110,000.00 | 77,000.00 | 1 | 110,000.00 | 77,000.00 |
| Guarantee | 0 | 0 | 0 | 3 | 86,000.00 | 63,000.00 |
| Displaced business loans: Direct | 1 | 20,000.00 | 20,000.00 | 1 | 20,000.00 | 20,000.00 |
| Disaster loans: Direct | 0 | 4,000.00 | 4,000.00 | 9 | 43,900.00 | 43,900.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 14,000.00 | 14,000.00 | 3 | 69,000.00 | 69,000.00 |
| Guarantee | 3 | 138,000.00 | 118,200.00 | 4 | 188,000.00 | 163,200.00 |
| Economic Opportunity loans | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| Displaced business lonas: Direct | 0 | 0 | 0 | 1 | 3,500.00 | 3,500.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 4 | 100,000.00 | 100,000.00 |
| Guarantee | 1 | 17,000.00 | 15,300.00 | 1 | 17,000.00 | 15,300.00 |
| Displaced business loans: Direct | 1 | 77,900.00 | 77,900.00 | 2 | 85,900.00 | 85,900.00 |
| Disaster loans: Direct | 1 | 1,600.00 | 1,600.00 | 1 | 1,600.00 | 1,600.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0.00 | 0.00 | 2 | 35,000.00 | 35,000.00 |
| Participation | 0 | 0.00 | 0.00 | 1 | 250,000.00 | 125,000.00 |
| Guarantee | 4 | 150,000.00 | 109,100.00 | 5 | 170,000.00 | 124,100.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0.00 | 0.00 | 1 | 15,000.00 | 15,000.00 |
| Disaster loans: Direct | 1 | 41,000.00 | 41,000.00 | 10 | 231,550.00 | 231,550.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 110,000.00 | 110,000.00 | 2 | 110,000.00 | 110,000.00 |
| Participation | 1 | 100,000.00 | 75,000,00 | 3 | 245,000.00 | 194,250.00 |
| Guarantee | 0 | 0 | 0 | 1 | 35,000.00 | 31,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 67,000.00 | 67,000.00 | 9 | 232,000.00 | 232,000.00 |
| Guarantee | 1 | 12,500.00 | 11,250.00 | 1 | 12,500.00 | 11,250.00 |
| Economic opportunity loans, EOL I: Direct | 2 | 11,500.00 | 11,500,00 | 3 | 26,500.00 | 26,500.00 |
| Displaced business loans: Direct | 1 | 90,000.00 | 90,000.00 | 1 | 90,000.00 | 90,000.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 41,000.00 | 41,000.00 | 2 | 61,000.00 | 61,000.00 |
| Guarantee | 1 | 107,000.00 | 96,300.00 | 2 | 142,000.00 | 127,800.00 |
| Displaced business loans: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 182,000.00 | 182,000.00 | 4 | 207,000.00 | 207,000.00 |
| Participation | 1 | 20,000.00 | 15,000.00 | 5 | 220,000.00 | 184,500.00 |
| Guarantee | 2 | 29,000.00 | 26,100.00 | 2 | 29,000.00 | 26,100.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 7,500.00 | 7,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 52,500.00 | 52,500.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | | | | 1 | 12,000.00 | 12,000.00 |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 17,900.00 | 17,900.00 | 3 | 41,400.00 | 41,400.00 |
| Guarantee | 0 | 0 | 0 | 1 | 150,000.00 | 135,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 20,000.00 | 20,000.00 | 3 | 24,700.00 | 24,700.00 |
| EOL II: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Displaced business loans: Direct | 1 | 35,000.00 | 35,000.00 | 1 | 35,000.00 | 35,000.00 |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 126,000.00 | 126,000.00 | 4 | 301,000.00 | 301,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 9,000.00 | 9,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 22,500.00 | 22,500.00 |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 75,000.00 | 75,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 150,000.00 | 135,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 2 | 15,000.00 | 15,000.00 |
| Disaster loans: Direct | | 106,850.00 | 106,850.00 | 6 | 135,850.00 | 135,850.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 60,000.00 | 60,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 185,000.00 | 166,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 3 | 31,100.00 | 31,100.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| **24TH CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 1 | 15,000.00 | 15,000.00 |
| **25TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 44,500.00 | 44,500.00 |
| Participation | | | | 1 | 166,000.00 | 149,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | | | | 2 | 36,000.00 | 36,000.00 |
| **26TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 64,000.00 | 64,000.00 | 3 | 199,000.00 | 199,000.00 |
| Guarantee | 1 | 100,000.00 | 90,000.00 | 2 | 150,000.00 | 135,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 17,000.00 | 17,000.00 | 3 | 32,000.00 | 32,000.00 |
| EOL II: Direct | 0 | 0.00 | 0.00 | 2 | 35,000.00 | 35,000.00 |
| Disaster loans: Direct | 2 | 15,000.00 | 15,000.00 | 2 | 15,000.00 | 15,000.00 |
| **27TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 0 | 0 | 0 | 2 | 81,000.00 | 81,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I | 0 | 0 | 0 | 1 | 10,500.00 | 10,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 258,000.00 | 258,000.00 | 2 | 586,800.00 | 586,800.00 |
| **28TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 20,000.00 | 20,000.00 |
| Guarantee | | | | 1 | 35,000.00 | 24,500.00 |
| **29TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 0 | 0 | 0 | 2 | 55,000.00 | 55,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL 1: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| Disaster loans: Direct | 1 | 1,150.00 | 1,150.00 | 1 | 1,150.00 | 1,150.00 |
| Development Company Loans: | | | | | | |
| Direct | 1 | 82,060.00 | 82,060.00 | 11 | 302,000.00 | 302,000.00 |
| Guarantee | 0 | 0 | 0 | 19 | 758,000.00 | 758,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **30TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 60,000.00 | 60,000.00 | 6 | 275,000.00 | 275,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I; Direct | 2 | 19,000.00 | 19,000.00 | 8 | 91,000.00 | 91,000.00 |
| EOL II; Direct | 0 | 0 | 0 | 1 | 13,100.00 | 13,100.00 |
| Disaster loans: Direct | 2 | 8,400.00 | 8,400.00 | 2 | 8,400.00 | 8,400.00 |
| **31ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 80,000.00 | 80,000.00 |
| Guarantee | 1 | 100,000.00 | 90,000.00 | 1 | 100,000.00 | 90,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I; Direct | 0 | 0 | 0 | 2 | 18,700.00 | 18,700.00 |
| EOL II; Direct | 0 | 0 | 0 | 1 | 9,000.00 | 9,000.00 |
| Disaster loans: Direct | 2 | 11,430.00 | 11,430.00 | 2 | 11,430.00 | 11,430.00 |
| **32D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 50,000.00 | 50,000.00 | 2 | 150,000.00 | 150,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,800.00 | 2,800.00 |
| **33D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 61,000.00 | 61,000.00 | 5 | 201,000.00 | 201,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 190,000.00 | 171,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 20,000.00 | 20,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 5 | 881,400.00 | 881,400.00 | 9 | 1,161,900.00 | 1,161,900.00 |
| **34TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 38,000.00 | 38,000.00 |
| Guarantee | | | | 1 | 300,000.00 | 270,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 7 | 59,000.00 | 59,000.00 |
| EOL II: Direct | | | | 1 | 11,500.00 | 11,500.00 |
| **35TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 27,000.00 | 27,000.00 | 5 | 84,500.00 | 84,500.00 |
| Participation | 0 | 0 | 0 | 1 | 150,000.00 | 135,000.00 |
| Guarantee | 0 | 0 | 0 | 4 | 200,000.00 | 162,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 19,000.00 | 19,000.00 |
| Disaster loans: Direct | 9 | 176,700.00 | 176,700.00 | 16 | 338,780.00 | 338,780.00 |
| **36TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business Loans: | | | | | | |
| Direct | 6 | 112,500.00 | 107,500.00 | 17 | 543,500.00 | 533,500.00 |
| Participation | 0 | 0 | 0 | 1 | 55,000.00 | 49,500.00 |
| Guarantee | 1 | 35,500.00 | 26,625.00 | 3 | 140,500.00 | 96,625.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 20,000.00 | 20,000.00 | 6 | 56,000.00 | 56,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CALIFORNIA—Continued** | | | | | | |
| **37TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 17,500.00 | 17,500.00 | 12 | 269,500.00 | 269,500.00 |
| Participation | 0 | 0 | 0 | 1 | 75,000.00 | 67,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 35,500.00 | 35,500.00 | 10 | 73,500.00 | 73,500.00 |
| EOL II: Direct | 1 | 11,500.00 | 11,500.00 | 3 | 23,500.00 | 23,500.00 |
| **38TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 228,200.00 | 228,200.00 |
| Participation | 1 | 35,000.00 | 31,500.00 | 2 | 55,000.00 | 49,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 12,000.00 | 12,000.00 | 1 | 12,000.00 | 12,000.00 |
| EOL II: Direct | 1 | 11,850.00 | 11,850.00 | 2 | 26,850.00 | 26,850.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 31,800.00 | 31,800.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 13,200.00 | 13,200.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 42 | 1,311,400.00 | 1,306,400.00 | 139 | 4,578,581.00 | 4,541,581.00 |
| Participation | 5 | 415,000.00 | 273,500.00 | 19 | 1,531,000.00 | 1,153,150.00 |
| Guarantee | 33 | 1,109,550.00 | 931,244.00 0 | 70 | 3,576,800.00 | 3,053,394.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 22 | 191,800.00 | 191,800.00 | 93 | 808,550.00 | 808,550.00 |
| Guarantee | 0 | 0 | 0 | 1 | 7,300.00 | 7,300.00 |
| EOL II: Direct | 4 | 46,350.00 | 46,350.00 | 24 | 317,950.00 | 317,950.00 |
| Displaced business loans: | | | | | | |
| Direct | 17 | 1,406,800.00 | 1,406,800.00 | 32 | 2,182,930.00 | 2,182,930.00 |
| Participation | 0 | 0 | 0 | 1 | 1,025,000.00 | 922,500.00 |
| Disaster loans: Direct | 25 | 370,230.00 | 370,230.00 | 71 | 993,242.00 | 993,242.00 |
| Development company loans: | | | | | | |
| Direct | 3 | 364,166.00 | 364,166.00 | 14 | 912,906.00 | 912,906.00 |
| Guarantee | 0 | 0 | 0 | 19 | 758,000.00 | 758,000.00 |
| **COLORADO** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Participation | | | | 1 | 45,000.00 | 40,500.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 60,000.00 | 60,000.00 | 10 | 449,700.00 | 449,700.00 |
| Participation | 3 | 105,000.00 | 80,250.00 | 7 | 213,500.00 | 177,900.00 |
| Guarantee | 12 | 488,650.00 | 374,135.00 | 19 | 890,150.00 | 701,885.00 |
| Economic opportunity loans | | | | | | |
| EOL II: Direct | 2 | 35,000.00 | 35,000.00 | 17 | 249,200.00 | 249,200.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 18,000.00 | 18,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **COLORADO—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 14,500.00 | 14,300.00 | 18 | 212,400.00 | 212,200.00 |
| Participation | 7 | 334,500.00 | 242,125.00 | 13 | 910,750.00 | 688,250.00 |
| Guarantee | 11 | 406,400.00 | 358,260.00 | 28 | 1,903,100.00 | 1,630,051.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 800.00 | 800.00 |
| Guarantee | 2 | 22,500.00 | 22,500.00 | 2 | 22,500.00 | 22,500.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 28,000.00 | 28,000.00 |
| Guarantee | 3 | 31,000.00 | 31,000.00 | 6 | 89,500.00 | 87,200.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 50,000.00 | 50,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 9 | 185,000.00 | 183,500.00 |
| Participation | 6 | 161,500.00 | 119,725.00 | 18 | 1,458,500.00 | 1,175,975.00 |
| Guarantee | 10 | 362,800.00 | 327,230.00 | 21 | 930,550.00 | 820,965.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 48,500.00 | 48,500.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 4 | 41,500.00 | 41,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 6 | 103,100.00 | 103,100.00 |
| Guarantee | 6 | 100,500.00 | 96,500.00 | 8 | 124,500.00 | 120,500.00 |
| Disaster loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 17,500.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 388,000.00 | 350,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business Loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 7 | 242,000.00 | 224,000.00 |
| Participation | 7 | 226,600.00 | 188,175.00 | 39 | 2,685,714.00 | 2,017,460.00 |
| Guarantee | 13 | 1,010,600.00 | 849,540.00 | 28 | 2,364,100.00 | 1,861,790.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 17,000.00 | 17,000.00 |
| Participation | 0 | 0 | 0 | 1 | 7,500.00 | 5,625.00 |
| EOL II: | | | | | | |
| Direct | 2 | 29,500.00 | 27,850.00 | 8 | 131,500.00 | 129,850.00 |
| Participation | 1 | 5,000.00 | 4,500.00 | 3 | 37,000.00 | 30,300.00 |
| Guarantee | 4 | 38,400.00 | 37,500.00 | 4 | 38,400.00 | 37,500.00 |
| Disaster loans: Participation | 0 | 0 | 0 | 1 | 100,000.00 | 83,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 241,692.00 | 241,692.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 6 | 114,500.00 | 114,300.00 | 44 | 1,089,100.00 | 1,069,400.00 |
| Participation | 23 | 827,600.00 | 630,275.00 | 78 | 5,313,464.00 | 4,100,085.00 |
| Guarantee | 46 | 2,268,450.00 | 1,909,165.00 | 96 | 6,087,900.00 | 5,014,691.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 8 | 66,300.00 | 66,300.00 |
| Participation | 0 | 0 | 0 | 1 | 7,500.00 | 5,625.00 |
| Guarantee | 3 | 37,500.00 | 37,500.00 | 6 | 64,000.00 | 64,000.00 |
| EOL II: | | | | | | |
| Direct | 5 | 79,500.00 | 77,850.00 | 33 | 511,800.00 | 510,150.00 |
| Participation | 1 | 5,000.00 | 4,500.00 | 3 | 37,000.00 | 30,300.00 |
| Guarantee | 13 | 169,900.00 | 165,000.00 | 18 | 252,400.00 | 245,200.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **COLORADO—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Disaster loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 43,000.00 | 43,000.00 |
| Participation | 0 | 0 | 0 | 2 | 120,000.00 | 100,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 291,692.00 | 291,692.00 |
| Participation | 0 | 0 | 0 | 1 | 388,000.00 | 350,000.00 |
| **CONNECTICUT** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 36,000.00 | 36,000.00 | 5 | 147,000.00 | 147,000.00 |
| Participation | 0 | 0 | 0 | 2 | 185,000.00 | 86,500.00 |
| Guarantee | 1 | 17,000.00 | 12,750.00 | 3 | 71,000.00 | 50,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I, Direct | 0 | 0 | 0 | 4 | 15,300.00 | 15,300.00 |
| EOL II, Direct | 1 | 5,000.00 | 5,000.00 | 5 | 45,000.00 | 45,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 75,000.00 | 75,000.00 | 3 | 125,000.00 | 125,000.00 |
| Participation | 1 | 20,000.00 | 18,000.00 | 4 | 85,000.00 | 64,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I, Direct | 0 | 0 | 0 | 2 | 3,500.00 | 3,500.00 |
| EOL II, Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 350,000.00 | 350,000.00 | 2 | 699,600.00 | 664,640.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 17,300.00 | 17,300.00 | 7 | 57,300.00 | 57,300.00 |
| Participation | 2 | 110,000.00 | 96,500.00 | 5 | 260,000.00 | 184,000.00 |
| Guarantee | 1 | 55,000.00 | 49,500.00 | 1 | 55,000.00 | 49,500.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 1 | 6,000.00 | 6,000.00 | 6 | 33,400.00 | 33,400.00 |
| Guarantee | 1 | 12,500.00 | 12,500.00 | 1 | 12,500.00 | 12,500.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 90,000.00 | 90,000.00 | 2 | 215,000.00 | 215,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 73,000.00 | 73,000.00 | 5 | 128,000.00 | 128,000.00 |
| Participation | 2 | 75,000.00 | 37,500.00 | 4 | 275,000.00 | 187,500.00 |
| Economic opportuity loans: | | | | | | |
| EOL I, direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| EOL II, direct | 0 | 0 | 0 | 3 | 34,500.00 | 34,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 166,000.00 | 166,000.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 5,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 45,000.00 | 45,000.00 | 7 | 185,000.00 | 185,000.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 10,000.00 |
| Guarantee | 2 | 46,000.00 | 23,420.00 | 2 | 46,000.00 | 23,420.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **CONNECTICUT—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 8,700.00 | 8,700.00 | 4 | 115,000.00 | 115,000.00 |
| Participation | 3 | 235,000.00 | 170,750.00 | 6 | 385,000.00 | 275,750.00 |
| Guarantee | 4 | 484,000.00 | 416,100.00 | 6 | 646,500.00 | 539,850.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 2 | 53,700.00 | 53,700.00 |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loan: | | | | | | |
| EOL II: Participation | | | | 1 | 12,000.00 | 10,200.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 13 | 255,000.00 | 255,000.00 | 31 | 757,300.00 | 757,300.00 |
| Participation | 8 | 440,000.00 | 322,750.00 | 22 | 1,210,000.00 | 808,000.00 |
| Guarantee | 8 | 602,000.00 | 501,770.00 | 12 | 818,500.00 | 663,270.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 7 | 28,800.00 | 28,800.00 |
| EOL II: | | | | | | |
| Direct | 0 | 1,000.00 | 1,000.00 | 15 | 120,900.00 | 120,900.00 |
| Participation | 0 | 0 | 0 | 1 | 12,000.00 | 10,200.00 |
| Guarantee | 1 | 12,500.00 | 12,500.00 | 1 | 12,500.00 | 12,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 234,700.00 | 234,700.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 5,000.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 440,000.00 | 440,000.00 | 4 | 914,600.00 | 879,640.00 |
| **DELAWARE** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 194,500.00 | 194,500.00 |
| Participation | 0 | 0 | 0 | 4 | 83,000.00 | 60,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 100,000.00 | 85,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| **DISTRICT OF COLUMBIA** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 33,000.00 | 33,000.00 | 6 | 107,000.00 | 107,000.00 |
| Participation | 1 | 50,000.00 | 37,500.00 | 4 | 250,000.00 | 182,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 25,000.00 | 25,000.00 | 6 | 44,000.00 | 44,000.00 |
| EOL II: Direct | 2 | 22,000.00 | 22,000.00 | 6 | 77,500.00 | 77,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 8,900.00 | 8,900.00 | 4 | 375,365.00 | 375,365.00 |
| **TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 33,000.00 | 33,000.00 | 11 | 301,500.00 | 301,500.00 |
| Participation | 1 | 50,000.00 | 37,500.00 | 8 | 333,000.00 | 243,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 100,000.00 | 85,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 25,000.00 | 25,000.00 | 7 | 47,000.00 | 47,000.00 |
| EOL II: Direct | 2 | 22,000.00 | 22,000.00 | 6 | 77,500.00 | 77,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 8,900.00 | 8,900.00 | 4 | 375,365.00 | 375,365.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **FLORIDA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 45,000.00 | 45,000.00 | 3 | 97,500.00 | 93,750.00 |
| Participation | 11 | 975,100.00 | 656,425.00 | 36 | 3,394,200.00 | 2,229,550.00 |
| Guarantee | 1 | 18,500.00 | 13,875.00 | 12 | 238,500.00 | 186,425.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 0 | 0 | 0 | 1 | 7,800.00 | 7,800.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,500.00 | 3,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Disaster loans: Direct | 10 | 82,500.00 | 82,500.00 | 35 | 256,900.00 | 256,900.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 147,000.00 | 147,000.00 |
| Participation | 1 | 100,000.00 | 65,000.00 | 7 | 590,000.00 | 410,000.00 |
| Guarantee | 7 | 456,500.00 | 329,250.00 | 15 | 553,250.00 | 393,225.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | 0 | 0 | 0 | 1 | 9,500.00 | 9,500.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 307,600.00 | 307,600.00 | 2 | 307,600.00 | 307,500.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 29,900.00 | 29,900.00 | 12 | 190,400.00 | 190,400.00 |
| Participation | 1 | 100,000.00 | 50,000.00 | 2 | 148,000.00 | 81,200.00 |
| Guarantee | 2 | 45,000.00 | 31,250.00 | 10 | 390,000.00 | 311,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 23,000.00 | 23,000.00 | 6 | 43,025.00 | 43,025.00 |
| Guarantee | 1 | 2,000.00 | 1,500.00 | 1 | 2,000.00 | 1,500.00 |
| EOL II: Direct | 1 | 5,700.00 | 5,700.00 | 1 | 5,700.00 | 5,700.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 350,000.00 | 350,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 48,930.00 | 48,930.00 | 8 | 178,930.00 | 178,930.00 |
| Participation | 0 | 0 | 0 | 4 | 416,000.00 | 233,750.00 |
| Guarantee | 1 | 52,000.00 | 34,750.00 | 6 | 195,100.00 | 127,925.00 |
| Economic opportunity loans, EOL I: | | | | | | |
| Direct | 2 | 11,500.00 | 11,500.00 | 7 | 51,500.00 | 51,500.00 |
| Guarantee | 1 | 18,000.00 | 9,000.00 | 1 | 18,000.00 | 9,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 132,800.00 | 119,520.00 |
| Guarantee | 1 | 312,880.00 | 291,592.00 | 1 | 312,880.00 | 291,592.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 34,500.00 | 34,500.00 | 16 | 262,000.00 | 262,000.00 |
| Participation | 2 | 45,000.00 | 27,500.00 | 11 | 627,000.00 | 433,750.00 |
| Guarantee | 6 | 523,200.00 | 466,350.00 | 14 | 766,200.00 | 654,175.00 |
| Economic opportunity loans, EOL I: Direct | 2 | 6,000.00 | 6,000.00 | 5 | 23,500.00 | 23,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 2,000.00 | 2,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **FLORIDA—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 7 | 148,000.00 | 148,000.00 | 20 | 321,500.00 | 321,500.00 |
| Participation | 6 | 785,000.00 | 367,600.00 | 14 | 1,307,500.00 | 685,850.00 |
| Guarantee | 13 | 540,400.00 | 420,850.00 | 23 | 1,079,400.00 | 716,600.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 4 | 28,000.00 | 28,000.00 |
| EOL II: Direct | 3 | 42,000.00 | 42,000.00 | 5 | 75,000.00 | 75,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 10 | 198,000.00 | 198,000.00 |
| Participation | 2 | 355,000.00 | 177,500.00 | 6 | 767,500.00 | 497,455.00 |
| Guarantee | 4 | 190,000.00 | 131,250.00 | 14 | 1,002,000.00 | 747,750.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Development company loans: Direct | 1 | 80,000.00 | 80,000.00 | 1 | 80,000.00 | 80,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 9 | 235,500.00 | 235,500.00 |
| Participation | 0 | 0 | 0 | 2 | 291,000.00 | 160,970.00 |
| Guarantee | 1 | 9,800.00 | 7,350.00 | 10 | 170,800.00 | 133,550.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 10,400.00 | 10,400.00 |
| Participation | 0 | 0 | 0 | 1 | 7,500.00 | 6,750.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 6,500.00 | 6,500.00 | 19 | 366,800.00 | 342,860.00 |
| Participation | 3 | 450,000.00 | 225,000.00 | 9 | 837,000.00 | 469,250.00 |
| Guarantee | 4 | 828,000.00 | 539,000.00 | 16 | 1,650,800.00 | 1,148,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 19,000.00 | 19,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 42,000.00 | 42,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 57,000.00 | 57,000.00 | 17 | 330,500.00 | 330,500.00 |
| Participation | 3 | 115,000.00 | 79,750.00 | 7 | 265,000.00 | 177,250.00 |
| Guarantee | 6 | 410,000.00 | 326,250.00 | 17 | 1,512,500.00 | 1,100,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 5 | 41,700.00 | 41,700.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 32 | 606,000.00 | 606,000.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 9 | 130,000.00 | 130,000.00 | 53 | 936,600.00 | 911,600.00 |
| Participation | 1 | 15,000.00 | 10,500.00 | 7 | 628,000.00 | 469,000.00 |
| Guarantee | 9 | 279,000.00 | 218,850.00 | 21 | 1,187,000.00 | 926,850.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 25,100.00 | 25,100.00 |
| Guarantee | 0 | 0 | 0 | 1 | 12,000.00 | 10,800.00 |
| EOL II: Direct | 8 | 126,700.00 | 126,700.00 | 19 | 260,700.00 | 260,700.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 90,500.00 | 90,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **FLORIDA—Continued** | | | | | | |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 17,000.00 | 17,000.00 | 2 | 25,000.00 | 25,000.00 |
| Participation | 3 | 249,000.00 | 186,750.00 | 6 | 389,000.00 | 289,250.00 |
| Guarantee | 1 | 45,000.00 | 27,000.00 | 2 | 54,000.00 | 33,750.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 0 | 0 | 0 | 1 | 22,600.00 | 22,600.00 |
| Business loans: Guarantee | | | | 1 | 160,000.00 | 80,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 32 | 431,830.00 | 431,830.00 | 174 | 3,312,330.00 | 3,259,640.00 |
| Participation | 33 | 3,189,100.00 | 1,846,025.00 | 111 | 9,660,200.00 | 6,137,275.00 |
| Guarantee | 55 | 3,397,400.00 | 2,546,025.00 | 161 | 8,959,550.00 | 6,560,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 6 | 40,500.00 | 40,500.00 | 35 | 231,825.00 | 231,825.00 |
| Guarantee | 2 | 20,000.00 | 10,500.00 | 4 | 39,800.00 | 29,100.00 |
| EOL II: | | | | | | |
| Direct | 13 | 199,400.00 | 199,400.00 | 65 | 1,042,800.00 | 1,042,800.00 |
| Participation | 0 | 0 | 0 | 1 | 7,500.00 | 6,750.00 |
| Guarantee | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 3 | 90,500.00 | 90,500.00 |
| Disaster loans: Direct | 10 | 82,500.00 | 82,500.00 | 36 | 258,900.00 | 258,900.00 |
| Development company loans: | | | | | | |
| Direct | 3 | 387,600.00 | 387,600.00 | 4 | 737,600.00 | 737,600.00 |
| Participation | 0 | 0 | 0 | 1 | 132,800.00 | 119,520.00 |
| Guarantee | 1 | 312,880.00 | 291,592.00 | 1 | 312,880.00 | 291,592.00 |
| **GEORGIA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 0 | 0 |
| Participation | 0 | 0 | 0 | 11 | 651,000.00 | 523,740.00 |
| Guarantee | 0 | 0 | 0 | 5 | 310,000.00 | 267,500.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 7,000.00 | 7,000.00 | 4 | 104,000.00 | 104,000.00 |
| Participation | 7 | 642,400.00 | 422,130.00 | 20 | 1,899,220.00 | 1,420,767.60 |
| Guarantee | 2 | 150,000.00 | 123,500.00 | 4 | 230,000.00 | 194,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 6,500.00 | 6,500.00 |
| Development company loans, participation | 0 | 0 | 0 | 1 | 179,200.00 | 161,280.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **GEORGIA—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| Participation | 3 | 250,000.00 | 191,000.00 | 8 | 514,000.00 | 376,900.00 |
| Guarantee | 2 | 91,000.00 | 50,770.00 | 4 | 212,650.00 | 142,008.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 388,889.00 | 350,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 8 | 181,500.00 | 181,500.00 |
| Participation | 1 | 100,000.00 | 50,000.00 | 8 | 606,500.00 | 379,125.00 |
| Guarantee | 1 | 15,000.00 | 11,250.00 | 2 | 28,000.00 | 21,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 25,500.00 | 25,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 5 | 61,000.00 | 61,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Participation | 1 | 35,000.00 | 26,250.00 | 2 | 62,000.00 | 46,500.00 |
| Guarantee | 1 | 25,000.00 | 15,000.00 | 1 | 25,000.00 | 15,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| EOL II Direct | 1 | 1,000.00 | 1,000.00 | 2 | 16,000.00 | 16,000.00 |
| Displaced business loans: Direct | 1 | 224,000.00 | 224,000.00 | 1 | 239,473.00 | 239,473.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 43,000.00 | 43,000.00 | 5 | 70,000.00 | 66,750.00 |
| Participation | 2 | 45,500.00 | 34,115.00 | 7 | 425,500.00 | 293,915.00 |
| Guarantee | 2 | 445,000.00 | 346,250.00 | 3 | 483,600.00 | 375,200.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 180,000.00 | 180,000.00 | 3 | 33,000.00 | 33,000.00 |
| Participation | 1 | 35,000.00 | 26,500.00 | 6 | 425,000.00 | 321,250.00 |
| Guarantee | 5 | 129,500.00 | 100,575.00 | 10 | 275,300.00 | 203,175.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 2,000.00 | 2,000.00 | 1 | 2,000.00 | 2,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 5 | 75,000.00 | 75,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 900,000.00 | 900,000.00 |
| Development company loans: Direct | 1 | 195,000.00 | 195,000.00 | 1 | 195,000.00 | 195,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 99,000.00 | 99,000.00 |
| Participation | 3 | 80,000.00 | 62,250.00 | 15 | 781,000.00 | 574,850.00 |
| Guarantee | 1 | 32,500.00 | 29,250.00 | 1 | 32,500.00 | 29,250.00 |
| Development company loans: Direct | 0 | 1,500.00 | 1,500.00 | 3 | 167,700.00 | 167,700.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **GEORGIA—Continued** | | | | | | |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 21,000.00 | 21,000.00 | 2 | 21,000.00 | 21,000.00 |
| Participation | 0 | 0 | 0 | 6 | 370,000.00 | 265,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 86,000.00 | 64,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 17,500.00 | 17,500.00 |
| EOL II: Direct | 2 | 35,000.00 | 35,000.00 | 4 | 50,500.00 | 50,500.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 246,000.00 | 246,000.00 | 6 | 795,000.00 | 795,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 3 | 67,000.00 | 67,000.00 |
| Participation | 0 | 0 | 0 | 7 | 359,000.00 | 263,000.00 |
| Guarantee | 2 | 56,500.00 | 45,400.00 | 4 | 102,500.00 | 79,900.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,000.00 | 2,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 22,500.00 | 22,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 340,000.00 | 340,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 7 | 74,000.00 | 74,000.00 | 28 | 587,500.00 | 584,250.00 |
| Participation | 18 | 1,187,900.00 | 812,245.00 | 90 | 6,093,220.00 | 4,465,547.60 |
| Guarantee | 16 | 944,500.00 | 721,995.00 | 36 | 1,784,550.00 | 1,392,283.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 2,000.00 | 2,000.00 | 9 | 82,000.00 | 82,000.00 |
| EOL II: Direct | 3 | 36,000.00 | 36,000.00 | 20 | 256,500.00 | 256,500.00 |
| Displaced business loans: Direct | 1 | 224,000.00 | 224,000.00 | 1 | 239,473.00 | 239,473.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 900,000.00 | 900,000.00 |
| Development company loans: | | | | | | |
| Direct | 3 | 439,500.00 | 439,500.00 | 11 | 1,497,700.00 | 1,497,700.00 |
| Participation | 0 | 0 | 0 | 2 | 568,089.00 | 511,280.00 |
| **HAWAII** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 55,000.00 | 55,000.00 | 10 | 232,000.00 | 230,500.00 |
| Participation | 6 | 282,800.00 | 237,270.00 | 29 | 1,541,300.00 | 1,322,995.00 |
| Guarantee | 1 | 25,000.00 | 22,500.00 | 1 | 25,000.00 | 22,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 25,000.00 | 25,000.00 |
| Displaced business loans: Participation | 0 | 0 | 0 | 0 | 8,200.00 | 7,380.00 |
| Disaster loans: Direct | 20 | 48,023.00 | 48,023.00 | 20 | 48,023.00 | 48,023.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 320,000.00 | 320,000.00 |
| Participation | 0 | 0 | 0 | 2 | 168,000.00 | 151,200.00 |
| **IDAHO** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 130,000.00 | 130,000.00 | 18 | 551,800.00 | 550,370.00 |
| Participation | 4 | 187,000.00 | 165,100.00 | 10 | 305,100.00 | 271,390.00 |
| Guarantee | 3 | 135,000.00 | 121,500.00 | 7 | 578,800.00 | 518,295.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 26,000.00 | 26,000.00 | 3 | 26,000.00 | 26,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **IDAHO—Continued** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 96,700.00 | 96,700.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 315,000.00 | 315,000.00 | 3 | 688,201.00 | 688,201.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 48,000.00 | 48,000.00 | 7 | 207,000.00 | 207,000.00 |
| Participation | 11 | 511,500.00 | 424,300.00 | 33 | 1,828,000.00 | 1,459,800.00 |
| Guarantee | 3 | 123,500.00 | 111,150.00 | 5 | 431,000.00 | 387,900.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,500.00 | 2,500.00 |
| EOL II: Participation | 1 | 25,000.00 | 22,500.00 | 0 | 0 | 0 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 82,000.00 | 82,000.00 | 25 | 758,800.00 | 757,370.00 |
| Participation | 15 | 698,500.00 | 589,400.00 | 43 | 2,133,100.00 | 1,731,190.00 |
| Guarantee | 6 | 258,500.00 | 232,650.00 | 12 | 1,009,800.00 | 906,195.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 26,000.00 | 26,000.00 | 4 | 28,500.00 | 28,500.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| Participation | 1 | 25,000.00 | 22,500.00 | 0 | 0 | 0 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 96,700.00 | 96,700.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 315,000.00 | 315,000.00 | 3 | 688,201.00 | 688,201.00 |
| **ILLINOIS** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 13,000.00 | 13,000.00 |
| Guarantee | 3 | 263,000.00 | 206,700.00 | 4 | 463,000.00 | 386,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| EOL II: | | | | | | |
| Direct | 2 | 49,000.00 | 49,000.00 | 4 | 98,500.00 | 98,500.00 |
| Guarantee | 4 | 85,000.00 | 85,000.00 | 4 | 85,000.00 | 85,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 3 | 23,500.00 | 23,500.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 15,000.00 | 15,000.00 | 2 | 15,000.00 | 15,000.00 |
| Guarantee | 1 | 250,000.00 | 225,000.00 | 1 | 250,000.00 | 225,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 9,000.00 | 9,000.00 | 1 | 9,000.00 | 9,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 12,000.00 | 12,000.00 | 3 | 29,000.00 | 29,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 385,000.00 | 346,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 500.00 | 500.00 | 1 | 500.00 | 500.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 22,000.00 | 22,000.00 |
| Guarantee | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 57,000.00 | 57,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ILLINOIS—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 25,000.00 | 22,500.00 | 1 | 25,000.00 | 22,500.00 |
| Economic opportunity, EOL II: Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 27 | 281,965.00 | 281,965.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 35,000.00 | 35,000.00 | 2 | 60,0000.00 | 60,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 150,000.00 | 120,000.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 22,000.00 | 22,000.00 |
| Guarantee | 1 | 20,000.00 | 20,000.00 | 1 | 20,000.00 | 20,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 700.00 | 700.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 9,000.00 | 9,000.00 | 1 | 9,000.00 | 9,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,300.00 | 9,300.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 100,000.00 | 90,000.00 | 5 | 485,000.00 | 475,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 265,000.00 | 208,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 53,000.00 | 53,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 188,000.00 | 188,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 210,000.00 | 210,000.00 |
| Participation | 1 | 85,000.00 | 63,750.00 | 2 | 210,000.00 | 157,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 65,000.00 | 58,500.00 |
| Economic opportunity loans: EOL II: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 2 | 63,000.00 | 63,000.00 |
| Guarantee | | | | 2 | 36,000.00 | 24,480.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| Disaster loans: Direct | 1 | 8,190.00 | 8,190.00 | 34 | 89,980.00 | 89,980.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ILLINOIS—Continued** | | | | | | |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Busines loans: | | | | | | |
| Direct | | | | 1 | 13,000.00 | 13,000.00 |
| Guarantee | | | | 1 | 25,000.00 | 22,500.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 75,000.00 | 67,500.00 | 3 | 110,000.00 | 93,750.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 12,000.00 | 12,000.00 |
| Disaster loans: Direct | 4 | 728,900.00 | 728,900.00 | 28 | 1,016,400.00 | 1,016,400.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 125,000.00 | 124,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 9,000.00 | 6,750.00 |
| Disaster loans: Direct | 2 | 3,500.00 | 3,500.00 | 50 | 93,200.00 | 93,200.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 29,000.00 | 29,000.00 | 2 | 44,000.00 | 44,000.00 |
| Guarantee | 1 | 35,000.00 | 19,250.00 | 2 | 85,000.00 | 56,750.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 12,000.00 | 12,000.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 30,000.00 | 19,800.00 | 3 | 403,000.00 | 303,000.00 |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 25,000.00 | 25,000.00 |
| Participation | | | | 1 | 150,000.00 | 75,000.00 |
| Disaster loans: Direct | | | | 1 | 9,700.00 | 9,700.00 |
| Development company loans: | | | | | | |
| Participation | | | | 1 | 310,220.00 | 279,198.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 2 | 11,000.00 | 11,000.00 | 2 | 11,000.00 | 11,000.00 |
| Economic opportunity loans, EOL II: Guarantee | 1 | 25,000.00 | 16,666.00 | 1 | 25,000.00 | 16,666.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 15,000.00 | 13,500.00 | 3 | 37,000.00 | 31,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Guarantee | 1 | 11,000.00 | 11,000.00 | 1 | 11,000.00 | 11,000.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 150,000.00 | 112,500.00 | 1 | 150,000.00 | 112,500.00 |
| Guarantee | 1 | 75,000.00 | 48,750.00 | 6 | 390,500.00 | 287,700.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **ILLINOIS—Continued** | | | | | | |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 50,000.00 | 50,000.0 |
| Participation | | | | 1 | 8,000.00 | 7,200.0 |
| Guarantee | | | | 1 | 10,000.00 | 7,500.0 |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 3 | 138,000.00 | 124,200.00 | 6 | 341,000.00 | 271,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,500.00 | 6,500.00 | 2 | 17,000.00 | 17,000.00 |
| EOL II: Guarantee | 0 | 0 | 0 | 1 | 4,500.00 | 4,500.00 |
| Displaced Business Loans: Development Company Loans: Participation | 0 | 0 | 0 | 1 | 96,000.00 | 86,400.00 |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 2 | 45,000.00 | 42,500.00 |
| Participation | 1 | 25,000.00 | 18,750.00 | 1 | 25,000.00 | 18,750.00 |
| Guarantee | 1 | 25,000.00 | 22,500.00 | 1 | 25,000.00 | 22,500.00 |
| Economic opportunity loans | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Guarantee | 1 | 45,000.00 | 40,500.00 | 2 | 120,000.00 | 108,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 12,000.00 | 12,000.00 | 2 | 27,000.00 | 27,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 2 | 18,000.00 | 18,000.00 |
| Guarantee | 1 | 11,000.00 | 9,900.00 | 1 | 11,000.00 | 9,900.00 |
| **24TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 1 | 220,000.00 | 22,000.00 |
| Economic opportunity loans | | | | | | |
| EOL I: Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 10 | 231,000.00 | 221,000.00 | 33 | 1,197,000.00 | 1,183,500.00 |
| Participation | 3 | 260,000.00 | 195,000.00 | 7 | 643,000.00 | 460,950.00 |
| Guarantee | 15 | 976,000.00 | 810,200.00 | 44 | 3,414,500.00 | 2,625,830.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 27,000.00 | 27,000.00 | 11 | 105,800.00 | 105,800.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 2 | 30,000.00 | 28,500.00 |
| EOL II: | | | | | | |
| Direct | 4 | 79,000.00 | 79,000.00 | 16 | 272,500.00 | 272,500.00 |
| Guarantee | 9 | 177,000.00 | 167,566.00 | 11 | 191,500.00 | 182,066.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 9,000.00 | 9,000.00 | 3 | 209,000.00 | 209,000.00 |
| Disaster loans: Direct | 7 | 740,590.00 | 740,590.00 | 146 | 1,572,445.00 | 1,572,445.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 2 | 406,220.00 | 365,598.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **INDIANA** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Participation | | | | 1 | 35,000.00 | 31,500.00 |
| Economic opportunity loans, EOL II: Direct | | | | 1 | 3,000.00 | 3,000.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 3 | 32,500.00 | 32,500.00 |
| Guarantee | | | | 2 | 65,000.00 | 52,000.00 |
| Economic opportunity loans, EOL II: Direct | | | | 2 | 10,500.00 | 10,500.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 88,000.00 | 88,000.00 |
| Guarantee | 2 | 310,000.00 | 222,500.00 | 2 | 310,000.00 | 222,500.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 3 | 53,000.00 | 53,000.00 |
| Participation | 0 | 0 | 0 | 6 | 362,045.00 | 279,693.00 |
| Guarantee | 0 | 0 | 0 | 2 | 125,000.00 | 108,750.00 |
| Displaced business loans: | | | | | | |
| Participation | 1 | 55,000.00 | 44,000.00 | 1 | 55,000.00 | 44,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 7,500.00 | 7,500.00 | 5 | 157,500.00 | 157,500.00 |
| Participation | 1 | 65,000.00 | 58,500.00 | 2 | 215,000.00 | 193,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 150,000.00 | 112,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 22,400.00 | 22,400.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 38,500.00 | 38,500.00 |
| Participation | 1 | 8,000.00 | 7,200.00 | 2 | 32,000.00 | 23,200.00 |
| Guarantee | 0 | 0 | 0 | 2 | 300,000.00 | 265,000.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 65,000.00 | 65,000.00 | 6 | 90,500.00 | 90,500.00 |
| Participation | 1 | 20,000.00 | 15,000.00 | 3 | 146,500.00 | 128,025.00 |
| Guarantee | 1 | 15,000.00 | 13,500.00 | 1 | 15,000.00 | 13,500.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Displaced business loans: Direct | 1 | 39,500.00 | 39,500.00 | 1 | 39,500.00 | 39,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **INDIANA—Continued** | | | | | | |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Participation | 1 | 36,000.00 | 27,000.00 | 2 | 65,000.00 | 48,750.00 |
| Guarantee | 3 | 82,200.00 | 72,300.00 | 6 | 150,200.00 | 133,500.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 6,000.00 | 6,000.00 | 2 | 13,000.00 | 13,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 40,000.00 | 40,000.00 | 3 | 75,000.00 | 75,000.00 |
| Participation | 1 | 125,000.00 | 93,750.00 | 2 | 175,000.00 | 138,750.00 |
| Guarantee | 3 | 46,400.00 | 41,760.00 | 3 | 46,400.00 | 41,760.90 |
| Economic opportunity loans, EOL II: Direct | 2 | 12,500.00 | 12,500.00 | 2 | 12,500.00 | 12,500.00 |
| Development company loans: Participation | 1 | 28,000.00 | 25,200.00 | 1 | 28,000.00 | 25,200.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 100,000.00 | 70,000.00 | 2 | 150,000.00 | 110,000.00 |
| Guarantee | 2 | 22,500.00 | 17,700.00 | 4 | 70,500.00 | 57,900.00 |
| Economic opportunity loans, EOL I: Guarantee | 1 | 15,000.00 | 9,450.00 | 1 | 15,000.00 | 9,450.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 46,000.00 | 46,000.00 | 3 | 56,000.00 | 56,000.00 |
| Participation | 0 | 0 | 0 | 2 | 120,000.00 | 94,200.00 |
| Guarantee | 0 | 0 | 0 | 1 | 40,000.00 | 36,000.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 18,500.00 | 7,250.00 | 8 | 86,500.00 | 75,250.00 |
| Participation | 1 | 45,000.00 | 36,000.00 | 2 | 60,000.00 | 47,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 15,000.00 | 15,000.00 | 4 | 17,000.00 | 17,000.00 |
| EOL II: Direct | 2 | 25,750.00 | 25,750.00 | 5 | 46,250.00 | 46,250.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 45,000.00 | 45,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 12 | 212,000.00 | 200,750.00 | 37 | 692,500.00 | 681,250.00 |
| Participation | 7 | 399,000.00 | 307,450.00 | 24 | 1,360,545.00 | 1,094,868.00 |
| Guarantee | 11 | 476,100.00 | 367,760.00 | 24 | 1,272,100.00 | 1,043,410.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 15,000.00 | 15,000.00 | 4 | 17,000.00 | 17,000.00 |
| Guarantee | 1 | 15,000.00 | 9,450.00 | 1 | 15,000.00 | 9,450.00 |
| EOL II: Direct | 6 | 52,250.00 | 52,250.00 | 14 | 99,250.00 | 99,250.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 39,500.00 | 39,500.00 | 3 | 106,900.00 | 106,900.00 |
| Participation | 1 | 55,000.00 | 44,000.00 | 1 | 55,000.00 | 44,000.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 28,000.00 | 25,200.00 | 1 | 28,000.00 | 25,200.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **IOWA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Participation | 0 | 0 | 0 | 2 | 220,000.00 | 180,000.00 |
| Guarantee | 2 | 70,000.00 | 51,800.00 | 2 | 70,000.00 | 51,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 90,000.00 | 90,000.00 | 1 | 90,000.00 | 90,000.00 |
| Participation | 1 | 109,000.00 | 98,100.00 | 2 | 166,600.00 | 149,940.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Participation | 0 | 0 | 0 | 1 | 58,000.00 | 43,500.00 |
| Guarantee | 2 | 382,000.00 | 295,980.00 | 7 | 787,500.00 | 660,930.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 1,000.00 | 1,000.00 |
| Displaced business loans: Direct | 1 | 24,500.00 | 24,500.00 | 6 | 495,500.00 | 495,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 320,000.00 | 288,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 65,000.00 | 65,000.00 |
| Participation | 1 | 54,000.00 | 40,500.00 | 3 | 256,500.00 | 184,250.00 |
| Guarantee | 2 | 60,000.00 | 35,000.00 | 7 | 140,500.00 | 98,160.00 |
| Economic opportunity loans | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 14,000.00 | 14,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 6 | 36,500.00 | 36,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 3 | 225,000.00 | 174,500.00 | 6 | 483,500.00 | 366,050.00 |
| Guarantee | 3 | 168,600.00 | 126,090.00 | 9 | 380,700.00 | 282,450.00 |
| Economic opportunity loans | | | | | | |
| EOL I: Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 3,000.00 | 3,000.00 | 1 | 3,000.00 | 3,000.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 16,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 7,000.00 | 5,250.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,500.00 | 9,500.00 |
| Participation | 0 | 0 | 0 | 1 | 70,000.00 | 45,500.00 |
| Guarantee | 5 | 284,000.00 | 240,600.00 | 9 | 362,500.00 | 301,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 14,000.00 | 14,000.00 | 1 | 14,000.00 | 14,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 25,000.00 | 25,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 20,500.00 | 20,500.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 8,500.00 | 8,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 21,000.00 | 21,000.00 | 0 | 21,000.00 | 21,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **IOWA—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Participation | 2 | 75,000.00 | 56,250.00 | 4 | 150,000.00 | 123,750.00 |
| Guarantee | 8 | 207,000.00 | 182,400.00 | 12 | 544,500.00 | 481,275.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 170,000.00 | 136,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 5 | 228,500.00 | 185,925.00 |
| Guarantee | 8 | 504,100.00 | 438,090.00 | 11 | 542,100.00 | 465,290.00 |
| Disaster loans: Direct | 1 | 3,000.00 | 3,000.00 | 8 | 157,500.00 | 157,500.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 296,000.00 | 266,400.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 124,500.00 | 124,500.00 |
| Participation | 6 | 384,000.00 | 271,250.00 | 22 | 1,466,500.00 | 1,128,975.00 |
| Guarantee | 30 | 1,675,700.00 | 1,369,960.00 | 57 | 2,827,800.00 | 2,341,655.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 14,000.00 | 14,000.00 | 6 | 45,000.00 | 45,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 3,000.00 | 3,000.00 | 4 | 28,000.00 | 28,000.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 16,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 27,500.00 | 25,750.00 |
| Displaced business loans: Direct | 1 | 24,500.00 | 24,500.00 | 7 | 504,000.00 | 504,000.00 |
| Disaster loans: Direct | 1 | 3,000.00 | 3,000.00 | 14 | 194,000.00 | 194,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 111,000.00 | 111,000.00 | 2 | 431,000.00 | 399,000.00 |
| Participation | 1 | 109,000.00 | 98,100.00 | 4 | 632,600.00 | 552,340.00 |
| **KANSAS** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Participation | 7 | 483,500.00 | 347,400.00 | 22 | 1,110,400.00 | 884,965.00 |
| Guarantee | 23 | 878,800.00 | 696,300.00 | 43 | 1,552,000.00 | 1,265,625.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 18,500.00 | 18,500.00 |
| Guarantee | 1 | 10,000.00 | 9,000.00 | 3 | 32,000.00 | 24,250.00 |
| EOL II: Participation | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 22,500.00 | 22,500.00 |
| Development company loans: Participation | 0 | 0 | 0 | 2 | 700,000.00 | 630,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 14,500.00 | 14,500.00 |
| Participation | 1 | 60,000.00 | 30,000.00 | 5 | 374,000.00 | 280,500.00 |
| Guarantee | 10 | 655,000.00 | 510,050.00 | 20 | 1,331,000.00 | 1,020,200.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **KANSAS—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT—CONTINUED** | | | | | | |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 175,000.00 | 175,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 160,800.00 | 144,700.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 5 | 185,345.00 | 134,008.75 |
| Guarantee | 6 | 372,000.00 | 281,850.00 | 21 | 667,890.00 | 491,725.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 900.00 | 900.00 | 1 | 900.00 | 900.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Guarantee | 1 | 17,500.00 | 14,000.00 | 1 | 17,500.00 | 14,000.00 |
| Displaced business loans: Direct | 1 | 105,000.00 | 105,000.00 | 1 | 105,000.00 | 105,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 236,000.00 | 236,000.00 | 9 | 384,000.00 | 384,000.00 |
| Participation | 4 | 499,000.00 | 286,100.00 | 15 | 877,300.00 | 594,420.00 |
| Guarantee | 8 | 170,500.00 | 136,425.00 | 24 | 1,042,300.00 | 916,995.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 11,900.00 | 11,900.00 | 3 | 20,900.00 | 20,900.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 2 | 18,000.00 | 16,200.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| Displaced business loans: Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 99,400.00 | 99,400.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 1 | 8,000.00 | 7,200.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Participation | 1 | 55,000.00 | 49,500.00 | 8 | 384,500.00 | 298,500.00 |
| Guarantee | 9 | 849,600.00 | 690,830.00 | 24 | 1,951,100.00 | 1,473,785.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 4,400.00 | 4,400.00 |
| Guarantee | 1 | 6,600.00 | 5,940.00 | 2 | 14,100.00 | 12,690.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 105,200.00 | 105,200.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Guarantee | | | | 1 | 15,000.00 | 13,500.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 251,000.00 | 251,000.00 | 13 | 421,500.00 | 421,500.00 |
| Participation | 13 | 1,097,500.00 | 713,000.00 | 55 | 2,931,545.00 | 2,192,393.75 |
| Guarantee | 56 | 2,925,900.00 | 2,315,455.00 | 133 | 6,559,290.00 | 5,181,830.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 12,800.00 | 12,800.00 | 7 | 38,900.00 | 38,900.00 |
| Guarantee | 3 | 24,600.00 | 22,140.00 | 8 | 69,100.00 | 58,140.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 8,000.00 | 8,000.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Guarantee | 1 | 17,500.00 | 14,000.00 | 1 | 17,500.00 | 14,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **KANSAS—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Displaced business loans: | | | | | | |
| Direct | 2 | 130,000.00 | 130,000.00 | 3 | 305,000.00 | 305,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 22,500.00 | 22,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 204,600.00 | 204,600.00 |
| Participation | 0 | 0 | 0 | 3 | 860,800.00 | 774,700.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 1 | 8,000.00 | 7,200.00 |
| **KENTUCKY** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,500.00 | 9,500.00 |
| Participation | 5 | 262,500.00 | 201,873.40 | 16 | 1,101,475.00 | 793,100.90 |
| Guarantee | 1 | 25,000.00 | 22,500.00 | 6 | 377,152.00 | 255,076.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 9,000.00 | 9,000.00 |
| Participation | 0 | 0 | 0 | 1 | 15,500.00 | 11,625.00 |
| Disaster loans: Direct | 1 | 80,000.00 | 80,000.00 | 1 | 80,000.00 | 80,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 8 | 299,400.00 | 231,210.00 | 23 | 1,169,400.00 | 906,758.40 |
| Guarantee | 0 | 0 | 0 | 2 | 474,000.00 | 355,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Guarantee | 1 | 16,500.00 | 12,375.00 | 1 | 16,500.00 | 12,375.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 97,800.00 | 97,800.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 25,000.00 | 0 | 1 | 425,000.00 | 350,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 70,670.00 | 70,670.00 |
| Guarantee | 5 | 510,000.00 | 388,250.00 | 8 | 978,000.00 | 739,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,400.00 | 6,400.00 | 7 | 49,300.00 | 49,300.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 306,300.00 | 306,300.00 | 8 | 610,000.00 | 610,800.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 37,000.00 | 37,000.00 |
| Participation | 3 | 246,000.00 | 207,000.00 | 9 | 921,000.00 | 640,980.00 |
| Guarantee | 2 | 435,000.00 | 330,000.00 | 2 | 435,000.00 | 330,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 12,000.00 | 12,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 17,500.00 | 17,500.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 88,500.00 | 88,500.00 |
| Participation | 4 | 281,500.00 | 221,350.00 | 9 | 544,500.00 | 432,740.00 |
| Guarantee | 2 | 90,000.00 | 43,000.00 | 4 | 115,000.00 | 62,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **KENTUCKY—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| EOL II: | | | | | | |
| Direct | 2 | 18,500.00 | 18,500.00 | 4 | 34,000.00 | 34,000.00 |
| Participation | 1 | 27,700.00 | 24,930.00 | 1 | 27,700.00 | 24,930.00 |
| Disaster loans: Direct | 1 | 750.00 | 750.00 | 18 | 44,265.00 | 44,265.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Participation | 1 | 60,000.00 | 45,000.00 | 2 | 96,000.00 | 73,800.00 |
| Guarantee | 3 | 435,000.00 | 335,500.00 | 3 | 435,000.00 | 335,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 165,000.00 | 165,000.00 |
| Participation | 0 | 148,000.00 | 0 | 0 | 148,000.00 | 0 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 3 | 54,000.00 | 54,000.00 |
| Participation | 1 | 150,000.00 | 135,000.00 | 12 | 1,152,000.00 | 914,250.00 |
| Guarantee | 3 | 235,250.00 | 181,725.00 | 5 | 585,250.00 | 496,725.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 28,500.00 | 28,500.00 |
| EOL II: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 27,000.00 | 27,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 13,000.00 | 13,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 16 | 274,670.00 | 274,670.00 |
| Participation | 22 | 1,299,400.00 | 1,041,433.40 | 71 | 4,984,375.00 | 3,761,629.30 |
| Guarantee | 16 | 1,730,250.00 | 1,300,975.00 | 30 | 3,399,402.00 | 2,574,551.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 11,400.00 | 11,400.00 | 13 | 101,800.00 | 101,800.00 |
| EOL II: | | | | | | |
| Direct | 4 | 48,500.00 | 48,500.00 | 12 | 117,500.00 | 117,500.00 |
| Participation | 1 | 27,700.00 | 24,930.00 | 2 | 43,200.00 | 36,555.00 |
| Guarantee | 1 | 16,500.00 | 12,375.00 | 1 | 16,500.00 | 12,375.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 306,300.00 | 306,300.00 | 8 | 610,800.00 | 610,800.00 |
| Disaster loans: Direct | 2 | 80,750.00 | 80,750.00 | 28 | 209,065.00 | 209,065.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 165,000.00 | 165,000.00 |
| Participation | 0 | 173,000.00 | 0 | 1 | 573,000.00 | 350,000.00 |
| **LOUISIANA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 9 | 138,900.00 | 138,900.00 |
| Participation | 0 | 0 | 0 | 2 | 104,000.00 | 93,600.00 |
| Guarantee | 0 | 0 | 0 | 1 | 200,000.00 | 180,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 300.00 | 300.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 18,000.00 | 18,000.00 | 8 | 106,900.00 | 106,900.00 |
| Participation | 0 | 0 | 0 | 1 | 165,000.00 | 148,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 215,000.00 | 193,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **LOUISIANA—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 45,000.00 | 33,750.00 | 6 | 400,000.00 | 295,250.00 |
| Guarantee | 1 | 30,000.00 | 24,000.00 | 1 | 30,000.00 | 24,000.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 21,000.00 | 21,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 11,000.00 | 11,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 37,000.00 | 33,300.00 | 6 | 348,400.00 | 234,810.00 |
| Guarantee | 2 | 32,000.00 | 28,460.00 | 2 | 29,000.00 | 28,460.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Guarantee | 1 | 7,000.00 | 7,000.00 | 1 | 7,000.00 | 7,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 9,000.00 |
| Guarantee | 1 | 7,500.00 | 7,500.00 | 3 | 51,500.00 | 48,900.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 47,000.00 | 47,000.00 |
| Participation | 1 | 40,000.00 | 36,000.00 | 4 | 480,000.00 | 328,500.00 |
| Guarantee | 1 | 65,000.00 | 48,750.00 | 2 | 210,000.00 | 179,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| EOL II: Participation | 1 | 16,200.00 | 11,700.00 | 1 | 16,200.00 | 11,700.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 12,300.00 | 12,300.00 | 8 | 301,300.00 | 298,550.00 |
| Participation | 2 | 64,200.00 | 54,610.00 | 13 | 759,200.00 | 613,160.00 |
| Guarantee | 0 | 0 | 0 | 1 | 300,000.00 | 270,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 1,500.00 | 1,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 38 | 154,700.00 | 154,700.00 |
| Development company loans: Direct | 0 | 0 | 0 | 1 | 193,380.00 | 193,380.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 17,000.00 | 17,000.00 | 4 | 222,000.00 | 219,000.00 |
| Participation | 1 | 50,000.00 | 40,000.00 | 4 | 174,500.00 | 138,300.00 |
| Guarantee | 3 | 158,500.00 | 126,800.00 | 7 | 243,500.00 | 198,050.00 |
| Economic opportunity loans: | | | | | | |
| EOL II | 0 | 0 | 0 | 1 | 17,500.00 | 17,500.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 43,000.00 | 43,000.00 | 3 | 63,000.00 | 63,000.00 |
| Participation | 0 | 0 | 0 | 1 | 60,000.00 | 54,000.00 |
| Guarantee | 2 | 450,000.00 | 392,100.00 | 3 | 800,000.00 | 707,100.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **LOUISIANA—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 6 | 100,300.00 | 100,300.00 | 34 | 879,100.00 | 873,350.00 |
| Participation | 6 | 136,200.00 | 117,660.00 | 37 | 2,491,100.00 | 1,906,120.00 |
| Guarantee | 9 | 735,500.00 | 620,110.00 | 19 | 2,027,500.00 | 1,780,360.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 48,500.00 | 48,500.00 |
| Guarantee | 1 | 7,000.00 | 7,000.00 | 1 | 7,000.00 | 7,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 58,500.00 | 58,500.00 |
| Participation | 1 | 16,200.00 | 11,700.00 | 2 | 26,200.00 | 20,700.00 |
| Guarantee | 1 | 7,500.00 | 7,500.00 | 3 | 51,500.00 | 48,900.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 40 | 166,000.00 | 166,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 193,380.00 | 193,380.00 |
| **MAINE** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 34,000.00 | 34,000.00 | 13 | 124,850.00 | 124,850.00 |
| Participation | 2 | 48,000.00 | 37,200.00 | 12 | 505,700.00 | 391,244.00 |
| Guarantee | 5 | 113,000.00 | 92,625.00 | 10 | 255,000.00 | 184,725.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 6 | 65,500.00 | 65,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 8,000.00 | 8,000.00 |
| EOL II Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 18,735.00 | 18,735.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 129,250.00 | 129,250.00 | 1 | 129,250.00 | 129,250.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 21,500.00 | 21,500.00 | 11 | 144,500.00 | 144,500.00 |
| Participation | 7 | 386,500.00 | 287,250.00 | 18 | 994,000.00 | 704,375.00 |
| Guarantee | 11 | 805,300.00 | 684,820.00 | 17 | 1,256,800.00 | 1,090,270.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 1,700.00 | 1,700.00 | 13 | 117,300.00 | 117,300.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 4 | 30,700.00 | 30,700.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 70,500.00 | 70,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 35,000.00 | 35,000.00 |
| Displaced business loans: Participation | 0 | 0 | 0 | 1 | 150,000.00 | 135,000.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 123,000.00 | 123,000.00 | 4 | 314,885.00 | 314,885.00 |
| Participation | 1 | 42,000.00 | 42,000.00 | 0 | 0 | 0 |
| **ADDITIONAL** | | | | | | |
| Business loans: Participation | | | | | 25,000.00 | 18,750.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 55,500.00 | 55,500.00 | 24 | 269,350.00 | 269,350.00 |
| Participation | 9 | 434,500.00 | 324,450.00 | 31 | 1,524,700.00 | 1,114,369.00 |
| Guarantee | 16 | 918,300.00 | 777,445.00 | 27 | 1,511,800.00 | 1,274,995.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MAINE—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 16,700.00 | 16,700.00 | 19 | 182,800.00 | 182,800.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 6 | 38,700.00 | 38,700.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 95,500.00 | 95,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 35,000.00 | 35,000.00 |
| Displaced business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 150,000.00 | 135,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 18,735.00 | 18,735.00 |
| Development company loans: | | | | | | |
| Direct | 3 | 252,250.00 | 252,250.00 | 5 | 444,135.00 | 444,135.00 |
| Participation | 1 | 42,000.00 | 42,000.00 | 0 | 0 | 0 |
| **MARYLAND** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 40,000.00 | 40,000.00 |
| Participation | 0 | 0 | 0 | 6 | 611,000.00 | 458,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 17,500.00 | 17,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 31,000.00 | 31,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 3 | 36,500.00 | 36,500.00 |
| Participation | 0 | 0 | 0 | 2 | 300,000.00 | 175,000.00 |
| Guarantee | 2 | 440,000.00 | 386,000.00 | 4 | 503,000.00 | 433,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | 0 | 0 | 0 | 6 | 125,000.00 | 125,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 35,000.00 | 35,000.00 | 8 | 158,300.00 | 158,300.00 |
| Participation | 0 | 0 | 0 | 2 | 65,000.00 | 36,250.00 |
| Guarantee | 1 | 50,000.00 | 45,000.00 | 1 | 50,000.00 | 45,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 4,000.00 | 4,000.00 | 3 | 21,000.00 | 21,000.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 7 | 99,800.00 | 99,800.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 50,000.00 | 50,000.00 | 6 | 162,300.00 | 162,300.00 |
| Participation | 1 | 60,000.00 | 30,000.00 | 4 | 281,400.00 | 196,050.00 |
| Guarantee | 0 | 0 | 0 | 1 | 30,000.00 | 22,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 10,600.00 | 10,600.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 27,000.00 | 27,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 800,909.00 | 800,909.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 100,000.00 | 100,000.00 | 7 | 303,000.00 | 303,000.00 |
| Participation | 1 | 300,000.00 | 141,000.00 | 1 | 300,000.00 | 141,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Participation | 0 | 0 | 0 | 1 | 18,000.00 | 15,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MARYLAND—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 30,000.00 | 30,000.00 | 7 | 215,000.00 | 215,000.00 |
| Participation | 0 | 0 | 0 | 3 | 328,000.00 | 246,000.00 |
| Guarantee | 0 | 0 | 0 | 4 | 560,000.00 | 450,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 3 | 32,000.00 | 32,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 29,500.00 | 29,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 171,500.00 | 171,500.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 130,000.00 | 130,000.00 |
| Participation | 0 | 0 | 0 | 1 | 120,000.00 | 90,000.00 |
| Guarantee | 1 | 50,000.00 | 37,500.00 | 1 | 50,000.00 | 37,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 28,500.00 | 28,500.00 | 7 | 60,575.00 | 60,575.00 |
| EOL II: Direct | 2 | 38,200.00 | 38,200.00 | 17 | 309,100.00 | 309,100.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 6 | 189,500.00 | 189,500.00 |
| Participation | 2 | 145,000.00 | 119,250.00 | 4 | 293,000.00 | 230,250.00 |
| Guarantee | 2 | 183,000.00 | 138,450.00 | 3 | 239,000.00 | 180,450.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 4,500.00 | 4,500.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 8 | 245,000.00 | 245,000.00 | 45 | 1,234,600.00 | 1,234,600.00 |
| Participation | 4 | 505,000.00 | 290,250.00 | 23 | 2,298,400.00 | 1,572,800.00 |
| Guarantee | 6 | 723,000.00 | 606,950.00 | 14 | 1,432,000.00 | 1,168,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 5 | 42,500.00 | 42,500.00 | 18 | 146,175.00 | 146,175.00 |
| EOL II: | | | | | | |
| Direct | 3 | 63,200.00 | 63,200.00 | 36 | 621,400.00 | 621,400.00 |
| Participation | 0 | 0 | 0 | 1 | 18,000.00 | 15,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 982,409.00 | 982,409.00 |
| **MASSACHUSETTS** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 3,000.00 | 3,000.00 | 5 | 59,000.00 | 58,000.00 |
| Participation | 2 | 110,000.00 | 55,000.00 | 9 | 591,200.00 | 357,900.00 |
| Guarantee | 2 | 130,000.00 | 97,000.00 | 5 | 577,000.00 | 423,000.00 |
| Economic opportunity loans, | | | | | | |
| EOL: Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 100,000.00 | 16,000.00 | 2 | 350,000.00 | 350,000.00 |
| Participation | 1 | 200,000.00 | 116,000.00 | 1 | 200,000.00 | 116,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MASSACHUSETTS—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 111,000.00 | 109,500.00 |
| Participation | 5 | 233,900.00 | 189,210.00 | 6 | 243,900.00 | 198,210.00 |
| Guarantee | 2 | 125,000.00 | 107,000.00 | 5 | 420,000.00 | 372,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 4 | 56,000.00 | 56,000.00 |
| Participation | 2 | 19,000.00 | 17,100.00 | 2 | 19,000.00 | 17,100.00 |
| Guarantee | 1 | 10,000.00 | 10,000.00 | 3 | 50,000.00 | 50,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 75,000.00 | 75,000.00 | 6 | 171,900.00 | 171,900.00 |
| Participation | 2 | 75,000.00 | 56,250.00 | 9 | 1,033,000.00 | 679,084.00 |
| Guarantee | 6 | 419,000.00 | 347,600.00 | 10 | 1,409,000.00 | 1,008,100.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 7,500.00 | 7,500.00 |
| Participation | 1 | 20,000.00 | 18,000.00 | 1 | 20,000.00 | 18,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 41,600.00 | 41,600.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 42,500.00 | 2,500.00 | 7 | 112,500.00 | 100,500.00 |
| Participation | 5 | 600,000.00 | 283,500.00 | 21 | 1,797,000.00 | 1,078,740.00 |
| Guarantee | 1 | 94,000.00 | 84,600.00 | 2 | 169,000.00 | 152,100.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 507,000.00 | 507,000.00 | 9 | 760,000.00 | 760,000.00 |
| Participation | 0 | 0 | 0 | 1 | 30,000.00 | 27,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 32,000.00 | 0 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 52,000.00 | 48,400.00 |
| Participation | 2 | 42,500.00 | 31,325.00 | 8 | 572,500.00 | 398,825.00 |
| Guarantee | 4 | 491,000.00 | 321,250.00 | 9 | 926,000.00 | 709,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 80,000.00 | 80,000.00 | 2 | 133,000.00 | 220,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 49,160.00 | 49,160.00 | 8 | 183,760.00 | 183,760.00 |
| Participation | 1 | 70,000.00 | 42,000.00 | 8 | 549,500.00 | 431,100.00 |
| Guarantee | 2 | 435,500.00 | 267,500.00 | 4 | 510,500.00 | 335,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 25,500.00 | 25,500.00 | 2 | 90,500.00 | 90,500.00 |
| Disaster loans: Direct | 2 | 13,000.00 | 13,000.00 | 8 | 32,900.00 | 32,900.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 58,000.00 | 136,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MASSACHUSETTS—Continued** | | | | | | |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 4 | 74,000.00 | 74,000.00 |
| Participation | | | | 1 | 12,000.00 | 9,000.00 |
| Guarantee | | | | 2 | 75,000.00 | 63,750.00 |
| Economic opportunity loans, EOL II: Direct | | | | 1 | 17,000.00 | 17,000.00 |
| Displaced business loans: Direct | | | | 1 | 2,500.00 | 2,500.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 14 | 268,400.00 | 268,400.00 |
| Participation | 5 | 375,000.00 | 236,500.00 | 14 | 965,000.00 | 692,500.00 |
| Guarantee | 3 | 340,000.00 | 283,000.00 | 4 | 375,000.00 | 314,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 8,000.00 | 8,000.00 | 2 | 10,000.00 | 10,000.00 |
| EOL II: Direct | 2 | 30,000.00 | 30,000.00 | 3 | 45,000.00 | 45,000.00 |
| Displaced business loans: Direct | 8 | 8,544,000.00 | 8,544,000.00 | 12 | 9,142,900.00 | 9,142,900.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 8,500.00 | 8,500.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 6 | 257,000.00 | 257,000.00 |
| Participation | 3 | 465,000.00 | 219,500.00 | 8 | 866,000.00 | 516,750.00 |
| Guarantee | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 19,000.00 | 19,000.00 | 11 | 83,200.00 | 83,200.00 |
| EOL II: | | | | | | |
| Direct | 9 | 65,000.00 | 65,000.00 | 17 | 163,500.00 | 163,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 115,000.00 | 115,000.00 | 7 | 452,300.00 | 452,300.00 |
| Participation | 1 | 90,000.00 | 67,500.00 | 1 | 90,000.00 | 67,500.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 169,400.00 | 169,400.00 | 5 | 214,400.00 | 214,400.00 |
| Participation | 1 | 40,000.00 | 30,000.00 | 5 | 216,000.00 | 161,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 25,000.00 | 22,500.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 35,000.00 | 35,000.00 | 9 | 169,800.00 | 169,800.00 |
| Participation | 1 | 100,000.00 | 90,000.00 | 10 | 741,000.00 | 550,500.00 |
| Guarantee | 3 | 70,000.00 | 59,250.00 | 4 | 170,000.00 | 149,250.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 3 | 5,100.00 | 5,100.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 29,000.00 | 29,000.00 | 10 | 153,200.00 | 153,200.00 |
| Participation | 3 | 128,000.00 | 194,750.00 | 14 | 764,500.00 | 601,575.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 7 | 185,000.00 | 165,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MASSACHUSETTS—Continued** | | | | | | |
| **12TH CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 27,200.00 | 27,200.00 |
| Participation | 0 | 0 | 0 | 2 | 11,000.00 | 9,500.00 |
| Guarantee | 1 | 5,100.00 | 5,100.00 | 1 | 5,100.00 | 5,100.00 |
| EOL II: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| Displaced business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 65,000.00 | 58,500.00 |
| Disaster loans: Direct | 1 | 6,000.00 | 6,000.00 | 21 | 74,400.00 | 74,400.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Guarantee | | | | 1 | 100,000.00 | 90,000.00 |
| Economic opportunity loans, EOL II: Direct | | | | 1 | 3,000.00 | 3,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 20 | 298,060.00 | 343,060.00 | 81 | 1,826,960.00 | 1,808,860.00 |
| Participation | 30 | 2,239,400.00 | 1,338,035.00 | 113 | 8,351,600.00 | 5,675,184.00 |
| Guarantee | 24 | 2,112,500.00 | 1,574,400.00 | 55 | 5,041,500.00 | 3,894,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 33,000.00 | 33,000.00 | 19 | 126,400.00 | 126,400.00 |
| Participation | 0 | 0 | 0 | 2 | 11,000.00 | 9,500.00 |
| Guarantee | 1 | 5,100.00 | 5,100.00 | 1 | 5,100.00 | 5,100.00 |
| EOL II: | | | | | | |
| Direct | 13 | 135,000.00 | 135,000.00 | 29 | 321,000.00 | 321,000.00 |
| Participation | 3 | 39,000.00 | 35,100.00 | 3 | 39,000.00 | 35,100.00 |
| Guarantee | 1 | 10,000.00 | 10,000.00 | 5 | 74,000.00 | 74,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 15 | 9,101,500.00 | 9,185,500.00 | 36 | 10,849,800.00 | 10,849,800.00 |
| Participation | 2 | 290,000.00 | 183,500.00 | 4 | 385,000.00 | 269,000.00 |
| Disaster loans: Direct | 3 | 19,000.00 | 19,000.00 | 34 | 120,900.00 | 120,900.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 80,000.00 | 80,000.00 | 3 | 159,000.00 | 356,000.00 |
| **MICHIGAN** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Participation | 0 | 0 | 0 | 1 | 25,000.00 | 22,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 39,000.00 | 39,000.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 113,000.00 | 113,000.00 |
| Guarantee | 2 | 100,000.00 | 82,500.00 | 2 | 100,000.00 | 82,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 41,200.00 | 41,200.00 | 14 | 117,100.00 | 117,100.00 |
| EOL II: | | | | | | |
| Direct | 2 | 36,000.00 | 36,000.00 | 5 | 78,000.00 | 78,000.00 |
| Guarantee | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Disaster loans: Direct | 16 | 441,300.00 | 441,300.00 | 106 | 1,974,700.00 | 1,974,700.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: guarantee | 1 | 81,600.00 | 43,000.00 | 2 | 101,600.00 | 58,000.00 |
| Economic opportunity loans, EOL II; direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MICHIGAN—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 75,000.00 | 60,000.00 |
| Guarantee | 2 | 152,000.00 | 136,800.00 | 4 | 302,000.00 | 238,300.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 4 | 327,200.00 | 250,380.00 |
| Guarantee | 2 | 220,000.00 | 175,000.00 | 4 | 440,000.00 | 333,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL: II Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 28,000.00 | 28,000.00 | 1 | 28,000.00 | 28,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 28,200.00 | 28,200.00 |
| Participation | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Guarantee | 2 | 85,000.00 | 71,250.00 | 6 | 701,000.00 | 549,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | 0 | 0 | 0 | 3 | 42,400.00 | 42,400.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 4 | 34,400.00 | 34,400.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 2 | 225,000.00 | 202,500.00 | 4 | 462,000.00 | 385,800.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 81,000.00 | 81,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | | | | 1 | 5,000.00 | 5,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 7,500.00 | 7,500.00 |
| Guarantee | 2 | 45,000.00 | 31,250.00 | 4 | 155,000.00 | 116,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 2,000.00 | 2,000.00 | 1 | 15,500.00 | 15,500.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 151,820.00 | 77,000.00 | 4 | 421,000.00 | 421,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 30,000.00 | 30,000.00 |
| Participation | 0 | 0 | 0 | 1 | 10,000.00 | 5,000.00 |
| Guarantee | 2 | 280,000.00 | 252,000.00 | 4 | 647,900.00 | 545,610.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 3 | 104,000.00 | 78,960.00 |
| Guarantee | 2 | 105,000.00 | 81,900.00 | 3 | 145,000.00 | 117,900.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MICHIGAN—Continued** | | | | | | |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 27,500.00 | 27,500.00 |
| Participation | 2 | 55,000.00 | 37,500.00 | 5 | 174,000.00 | 127,750.00 |
| Guarantee | 5 | 378,700.00 | 305,280.00 | 28 | 2,065,200.00 | 1,448,055.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 4 | 47,100.00 | 47,100.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 43,000.00 | 43,000.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 22,500.00 |
| Guarantee | 1 | 25,000.00 | 22,500.00 | 1 | 25,000.00 | 22,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 350,000.00 | 350,000.00 |
| Participation | 1 | 67,500.00 | 37,500.00 | 1 | 67,500.00 | 37,500.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 22,500.00 | 22,500.00 |
| Participation | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Guarantee | 2 | 210,000.00 | 189,000.00 | 3 | 310,000.00 | 254,000.00 |
| Disaster loans: Direct | 4 | 15,300.00 | 15,300.00 | 19 | 63,000.00 | 63,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 159,600.00 | 159,600.00 | 1 | 159,600.00 | 159,600.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 33,500.00 | 33,500.00 | 5 | 90,500.00 | 90,500.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 12,500.00 |
| Guarantee | 2 | 40,000.00 | 36,000.00 | 9 | 790,000.00 | 566,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 24,000.00 | 24,000.00 | 8 | 62,000.00 | 62,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 1,191,000.00 | 1,191,000.00 | 5 | 1,425,500.00 | 1,425,500.00 |
| Disaster loans: Direct | 21 | 183,900.00 | 183,900.00 | 98 | 1,463,700.00 | 1,463,700.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 139,000.00 | 139,000.00 |
| Guarantee | 1 | 75,000.00 | 67,500.00 | 3 | 116,000.00 | 104,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 4 | 22,300.00 | 22,300.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 6,000.00 | 6,000.00 | 2 | 41,000.00 | 41,000.00 |
| Guarantee | 1 | 7,000.00 | 3,500.00 | 2 | 22,000.00 | 14,750.00 |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 70,000.00 | 70,000.00 |
| Guarantee | 2 | 90,000.00 | 69,000.00 | 4 | 320,000.00 | 264,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 9,600.00 | 9,600.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 42,000.00 | 42,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 6 | 36,700.00 | 36,700.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MICHIGAN—Continued** | | | | | | |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 45,000.00 | 45,000.00 | 7 | 147,000.00 | 147,000.00 |
| Guarantee | 1 | 16,700.00 | 15,030.00 | 5 | 203,137.00 | 357,873.30 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 5 | 24,500.00 | 24,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 3 | 45,200.00 | 45,200.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 39,000.00 | 39,000.00 |
| Participation | 0 | 0 | 0 | 1 | 40,000.00 | 30,000.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 3 | 138,000.00 | 94,700.00 |
| Disaster loans: Direct | 4 | 60,200.00 | 60,200.00 | 54 | 232,150.00 | 232,150.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 12,500.00 | 12,500.00 |
| Guarantee | 1 | 35,000.00 | 31,500.00 | 2 | 135,000.00 | 106,500.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 84,500.00 | 84,500.00 | 34 | 772,700.00 | 772,700.00 |
| Participation | 2 | 55,000.00 | 37,500.00 | 19 | 980,200.00 | 767,090.00 |
| Guarantee | 33 | 2,154,000.00 | 1,800,210.00 | 92 | 7,153,837.00 | 5,637,138.30 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 9 | 81,200.00 | 81,200.00 | 33 | 266,300.00 | 266,300.00 |
| EOL II: | | | | | | |
| Direct | 2 | 36,000.00 | 36,000.00 | 14 | 208,400.00 | 208,400.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 22,500.00 |
| Guarantee | 2 | 50,000.00 | 47,500.00 | 2 | 50,000.00 | 47,500.00 |
| Displaced business loans: Direct | 3 | 1,221,000.00 | 1,221,000.00 | 9 | 1,592,000.00 | 1,592,000.00 |
| Disaster loans: Direct | 45 | 700,700.00 | 700,700.00 | 297 | 3,919,150.00 | 3,919,150.00 |
| Development company loans: | | | | | | |
| Direct | 3 | 7,780.00 | 236,600.00 | 6 | 930,600.00 | 930,600.00 |
| Participation | 1 | 67,500.00 | 37,500.00 | 1 | 67,500.00 | 37,500.00 |
| **MINNESOTA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 4 | 272,500.00 | 191,520.00 | 7 | 517,500.00 | 359,853.00 |
| Guarantee | 7 | 510,000.00 | 398,300.00 | 15 | 772,500.00 | 592,975.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 4 | 52,700.00 | 52,700.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 320,000.00 | 320,000.00 |
| Participation | 0 | 20,000.00 | 18,000.00 | 2 | 150,500.00 | 135,450.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 8,100.00 | 7,290.00 |
| Participation | 2 | 187,000.00 | 111,000.00 | 7 | 466,800.00 | 328,350.00 |
| Guarantee | 8 | 657,000.00 | 565,300.00 | 24 | 1,266,200.00 | 1,031,085.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 187,900.00 | 187,900.00 |
| Participation | 1 | 240,000.00 | 212,400.00 | 1 | 240,000.00 | 212,400.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MINNESOTA—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Guarantee | 3 | 54,000.00 | 41,000.00 | 5 | 98,000.00 | 79,150.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| EOL II: Direct | 1 | 7,500.00 | 7,500.00 | 1 | 7,500.00 | 7,500.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 72,000.00 | 64,800.00 | 2 | 144,000.00 | 129,600.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 47,000.00 | 47,000.00 | 2 | 72,000.00 | 72,000.00 |
| Participation | 1 | 60,000.00 | 45,000.00 | 2 | 120,000.00 | 99,000.00 |
| Guarantee | 3 | 191,000.00 | 148,000.00 | 10 | 604,000.00 | 477,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 13,350.00 | 13,350.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 341,700.00 | 341,700.00 |
| Disaster loans: Direct | 1 | 53,300.00 | 53,300.00 | 2 | 55,500.00 | 55,500.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 34,960.00 | 34,960.00 |
| Participation | 2 | 93,000.00 | 69,750.00 | 3 | 233,000.00 | 174,750.00 |
| Guarantee | 7 | 535,000.00 | 422,200.00 | 13 | 760,500.00 | 620,350.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 9,500.00 | 9,500.00 | 4 | 11,000.00 | 11,000.00 |
| EOL II: | | | | | | |
| Direct | 5 | 56,305.00 | 56,305.00 | 7 | 76,305.00 | 76,305.00 |
| Guarantee | 2 | 31,500.00 | 31,500.00 | 2 | 31,500.00 | 31,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 232,650.00 | 232,650.00 | 3 | 993,750.00 | 944,050.00 |
| Participation | 1 | 27,000.00 | 24,300.00 | 1 | 49,000.00 | 44,100.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 3 | 555,000.00 | 322,500.00 | 12 | 1,244,000.00 | 839,100.00 |
| Guarantee | 5 | 263,000.00 | 210,950.00 | 17 | 1,272,900.00 | 841,990.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 4,400.00 | 4,400.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 1,000.00 | 1,000.00 | 1 | 31,200.00 | 31,200.00 |
| Participation | 2 | 409,600.00 | 368,640.00 | 4 | 569,600.00 | 492,240.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 8,000.00 | 8,000.00 | 3 | 15,500.00 | 15,500.00 |
| Participation | 3 | 136,000.00 | 112,400.00 | 16 | 921,000.00 | 768,550.00 |
| Guarantee | 2 | 50,000.00 | 33,900.00 | 16 | 565,100.00 | 383,325.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 2,500.00 | 2,500.00 |
| Displaced business loans: Direct | 2 | 61,500.00 | 61,500.00 | 4 | 341,500.00 | 341,500.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 86,000.00 | 86,000.00 | 1 | 86,000.00 | 86,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 55,200.00 | 41,400.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MINNESOTA—Continued** | | | | | | |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 165,000.00 | 108,200.00 | 3 | 205,000.00 | 144,200.00 |
| Guarantee | 5 | 130,000.00 | 114,750.00 | 16 | 685,500.00 | 561,675.00 |
| Economic opportunity loans, EOL I: Direct | 3 | 10,800.00 | 10,800.00 | 4 | 22,800.00 | 22,800.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Guarantee | | | | 1 | 38,000.00 | 34,200.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 55,000.00 | 55,000.00 | 9 | 136,560.00 | 135,750.00 |
| Participation | 17 | 1,468,500.00 | 960,370.00 | 50 | 3,707,300.00 | 2,713,803.00 |
| Guarantee | 40 | 2,390,000.00 | 1,934,400.00 | 117 | 6,062,700.00 | 4,622,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 7 | 30,300.00 | 30,300.00 | 14 | 74,050.00 | 74,050.00 |
| EOL II: | | | | | | |
| Direct | 6 | 63,805.00 | 63,805.00 | 9 | 91,805.00 | 91,805.00 |
| Guarantee | 2 | 31,500.00 | 31,500.00 | 2 | 31,500.00 | 31,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 294,150.00 | 294,150.00 | 9 | 1,676,950.00 | 1,627,250.00 |
| Participation | 1 | 27,000.00 | 24,300.00 | 1 | 49,000.00 | 44,100.00 |
| Disaster loans: Direct | 1 | 53,300.00 | 53,300.00 | 6 | 108,200.00 | 108,200.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 85,000.00 | 85,000.00 | 5 | 625,100.00 | 625,100.00 |
| Participation | 4 | 741,600.00 | 663,840.00 | 9 | 1,104,100.00 | 969,690.00 |
| Guarantee | 0 | 0 | 0 | 1 | 55,200.00 | 41,400.00 |
| **MISSISSIPPI** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 168,600.00 | 168,600.00 |
| Participation | 0 | 0 | 0 | 18 | 810,975.00 | 562,766.25 |
| Guarantee | 0 | 0 | 0 | 5 | 237,000.00 | 202,050.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 14,000.00 | 14,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 30,000.00 | 30,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 204,224.00 | 204,224.00 |
| Participation | 0 | 0 | 0 | 1 | 31,500.00 | 25,200.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 77,000.00 | 77,000.00 | 11 | 218,000.00 | 218,000.00 |
| Participation | 10 | 406,000.00 | 295,750.00 | 31 | 1,014,500.00 | 759,325.00 |
| Guarantee | 4 | 115,000.00 | 84,500.00 | 13 | 327,000.00 | 248,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 3 | 32,000.00 | 32,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 43,000.00 | 43,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 13,000.00 | 13,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 52,592.92 | 52,592.92 | 11 | 217,958.78 | 217,958.78 |
| Participation | 11 | 764,800.00 | 575,150.00 | 32 | 1,509,800.00 | 1,172,425.00 |
| Guarantee | 3 | 105,000.00 | 78,750.00 | 15 | 811,000.00 | 548,250.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MISSISSIPPI—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 7,500.00 | 7,500.00 |
| EOL II: Direct | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| Development company loans: | | | | | | |
| Participation | 2 | 443,500.00 | 399,150.00 | 2 | 443,500.00 | 399,150.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 122,000.00 | 122,000.00 | 7 | 209,000.00 | 209,000.00 |
| Participation | 2 | 160,000.00 | 120,000.00 | 18 | 1,142,300.00 | 826,000.00 |
| Guarantee | 4 | 153,600.00 | 120,910.00 | 8 | 434,600.00 | 357,160.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 2 | 45,000.00 | 45,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 103,500.00 | 100,800.00 |
| Participation | 4 | 256,500.00 | 184,285.00 | 34 | 1,460,500.00 | 1,128,615.00 |
| Guarantee | 10 | 319,500.00 | 245,250.00 | 28 | 1,135,400.00 | 944,985.00 |
| Economic opportunity loans: | | | | | | |
| EO I: Direct | 0 | 0 | 0 | 1 | 3,500.00 | 3,500.00 |
| Disaster loans: Direct | 6 | 53,150.00 | 53,150.00 | 22 | 458,650.00 | 458,650.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 527,000.00 | 527,000.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Direct | | | | 1 | 6,000.00 | 6,000.00 |
| Business loans: Participation | | | | 1 | 25,000.00 | 22,500.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 11 | 251,592.92 | 251,592.92 | 39 | 923,058.78 | 920,318.78 |
| Participation | 27 | 1,587,300.00 | 1,175,185.00 | 134 | 5,963,075.00 | 4,471,631.25 |
| Guarantee | 21 | 693,100.00 | 529,410.00 | 69 | 2,945,000.00 | 2,301,195.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 9 | 57,000.00 | 57,000.00 |
| EOL II: Direct | 2 | 31,000.00 | 31,000.00 | 7 | 124,000.00 | 124,000.00 |
| Disaster loans: Direct | 6 | 53,150.00 | 53,150.00 | 22 | 458,650.00 | 458,650.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 744,224.00 | 744,224.00 |
| Participation | 2 | 443,500.00 | 399,150.00 | 3 | 475,000.00 | 424,350.00 |
| **MISSOURI** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 5 | 209,000.00 | 166,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 21,500.00 | 21,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 27,200.00 | 27,200.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 28,000.00 | 28,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 75,000.00 | 75,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 38,000.00 | 34,200.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MISSOURI—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 3,800.00 | 3,800.00 |
| EOL II: Direct | 1 | 7,500.00 | 7,500.00 | 2 | 17,500.00 | 17,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 133,400.00 | 133,400.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 41,900.00 | 41,900.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 100,000.00 | 100,000.00 |
| Guarantee | 1 | 60,000.00 | 54,000.00 | 3 | 145,000.00 | 122,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 33,000.00 | 33,000.00 | 5 | 40,500.00 | 40,500.00 |
| EOL II: | | | | | | |
| Direct | 4 | 29,000.00 | 29,000.00 | 4 | 29,000.00 | 29,000.00 |
| Guarantee | 1 | 4,500.00 | 4,050.00 | 1 | 4,500.00 | 4,050.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 35,000.00 | 28,750.00 | 10 | 181,500.00 | 172,250.00 |
| Participation | 3 | 90,000.00 | 60,000.00 | 15 | 702,600.00 | 501,225.00 |
| Guarantee | 7 | 348,000.00 | 263,250.00 | 23 | 1,256,800.00 | 967,925.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 6,300.00 | 6,300.00 |
| EOL II: | | | | | | |
| Direct | 1 | 2,500.00 | 2,500.00 | 4 | 34,500.00 | 34,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 9,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 90,000.00 | 90,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 30,000.00 | 30,000.00 | 8 | 211,000.00 | 211,000.00 |
| Participation | 1 | 200,000.00 | 100,000.00 | 4 | 271,000.00 | 155,750.00 |
| Guarantee | 10 | 320,000.00 | 255,400.00 | 16 | 480,000.00 | 378,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 7,800.00 | 7,800.00 | 5 | 10,900.00 | 10,900.00 |
| EOL II: Direct | 4 | 15,000.00 | 15,000.00 | 7 | 36,500.00 | 36,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 35,000.00 | 35,000.00 | 2 | 57,500.00 | 57,500.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 56,500.00 | 56,500.00 |
| Participation | 2 | 113,000.00 | 66,000.00 | 9 | 363,500.00 | 238,480.00 |
| Guarantee | 11 | 438,750.00 | 338,587.50 | 33 | 1,446,000.00 | 1,104,662.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 26,500.00 | 26,500.00 |
| EOL II: Direct | 1 | 18,000.00 | 18,000.00 | 1 | 18,000.00 | 18,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 128,000.00 | 115,200.00 | 2 | 328,000.00 | 297,200.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 87,000.00 | 87,000.00 |
| Participation | 3 | 138,500.00 | 118,875.00 | 24 | 993,900.00 | 809,150.00 |
| Guarantee | 8 | 803,500.00 | 677,325.00 | 33 | 1,813,166.00 | 1,459,269.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | 1 | 4,000.00 | 4,000.00 | 2 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 110,000.00 | 65,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MISSOURI—Continued** | | | | | | |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 46,000.00 | 46,000.00 |
| Participation | 5 | 134,400.00 | 81,910.00 | 20 | 1,002,700.00 | 672,185.00 |
| Guarantee | 1 | 12,000.00 | 9,000.00 | 7 | 110,500.00 | 80,925.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 0 | 0 | 0 | 1 | 1,600.00 | 1,600.00 |
| EOL II: Direct | 1 | 18,000.00 | 18,000.00 | 2 | 38,000.00 | 38,000.00 |
| Disaster loans: Direct | 2 | 26,800.00 | 26,800.00 | 2 | 26,800.00 | 26,800.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 16,450.00 | 16,450.00 | 2 | 181,450.00 | 181,450.00 |
| Participation | 1 | 247,400.00 | 222,660.00 | 1 | 247,400.00 | 222,660.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 3 | 79,000.00 | 79,000.00 |
| Participation | 2 | 160,000.00 | 128,250.00 | 7 | 495,000.00 | 308,250.00 |
| Guarantee | 1 | 14,000.00 | 12,600.00 | 6 | 165,800.00 | 122,500.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 5,500.00 | 5,500.00 |
| Development company loans, Participation | 0 | 0 | 0 | 4 | 906,773.60 | 700,896.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 12,500.00 | 12,500.00 | 2 | 37,500.00 | 37,500.00 |
| Participation | 2 | 150,000.00 | 75,000.00 | 6 | 304,600.00 | 207,300.00 |
| Guarantee | 6 | 108,800.00 | 93,620.00 | 8 | 146,800.00 | 124,370.00 |
| Economic opportunity loans, EOL II: Guarantee | 1 | 30,000.00 | 24,900.00 | 1 | 30,000.00 | 24,900.00 |
| Disaster loans: Direct | 2 | 215,000.00 | 215,000.00 | 6 | 365,500.00 | 365,500.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 6 | 92,500.00 | 86,250.00 | 34 | 873,500.00 | 864,250.00 |
| Participation | 18 | 985,900.00 | 630,035.00 | 85 | 4,133,300.00 | 2,892,340.00 |
| Guarantee | 45 | 2,105,050.00 | 1,703,782.50 | 135 | 5,811,066.00 | 4,560,751.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 8 | 40,800.00 | 40,800.00 | 19 | 109,500.00 | 109,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 1,600.00 | 1,600.00 |
| EOL II: | | | | | | |
| Direct | 13 | 94,000.00 | 94,000.00 | 26 | 214,200.00 | 214,200.00 |
| Guarantee | 2 | 345,500.00 | 28,950.00 | 3 | 44,500.00 | 37,950.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 35,000.00 | 35,000.00 | 4 | 280,900.00 | 280,900.00 |
| Disaster loans: Direct | 4 | 241,800.00 | 241,800.00 | 12 | 472,200.00 | 472,200.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 16,450.00 | 16,450.00 | 2 | 181,450.00 | 181,450.00 |
| Participation | 2 | 375,400.00 | 337,860.00 | 8 | 1,592,173.60 | 1,285,756.00 |
| **MONTANA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 91,853.00 | 91,853.00 | 9 | 328,569.00 | 328,569.00 |
| Participation | 2 | 127,000.00 | 92,000.00 | 16 | 1,018,100.00 | 789,170.00 |
| Guarantee | 2 | 158,000.00 | 103,850.00 | 11 | 730,500.00 | 566,725.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 4 | 16,000.00 | 16,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 27,500.00 | 27,500.00 |
| Guarantee | 1 | 7,000.00 | 6,300.00 | 1 | 7,000.00 | 6,300.00 |
| Disaster loans: Direct | 0 | 0.00 | 0.00 | 1 | 1,590.00 | 1,590.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **MONTANA—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| District | 1 | 17,200.00 | 17,200.00 | 1 | 17,200.00 | 17,200.00 |
| Participation | 2 | 221,000.00 | 173,400.00 | 9 | 810,000.00 | 615,150.00 |
| Guarantee | 3 | 51,500.00 | 33,250.00 | 10 | 574,800.00 | 466,619.00 |
| Economic opportunity loans, EOL I: Guarantee | 1 | 10,300.00 | 7,725.00 | 1 | 10,300.00 | 7,725,00 |
| Disaster loans: Direct | 0 | 0 | 0 | 7 | 29,400.00 | 29,400.00 |
| Development company loans: Direct | 1 | 280,000.00 | 280,000.00 | 1 | 280,000.00 | 280,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 109,053.00 | 109,053.00 | 10 | 345,769.00 | 345,769.00 |
| Participation | 4 | 348,000.00 | 265,400.00 | 25 | 1,828,100.00 | 1,404,320.00 |
| Guarantee | 5 | 209,500.00 | 137,100.00 | 21 | 1,305,300.00 | 1,033,344.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 4 | 16,000.00 | 16,000.00 |
| Guarantee | 1 | 10,300.00 | 7,725.00 | 1 | 10,300.00 | 7,725.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 27,500.00 | 27,500.00 |
| Guarantee | 1 | 7,000.00 | 6,300.00 | 1 | 7,000.00 | 6,300.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 30,990.00 | 30,990.00 |
| Development company loans: Direct | 1 | 280,000.00 | 280,000.00 | 1 | 280,000.00 | 280,000.00 |
| **NEBRASKA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 85,000.00 | 66,500.00 | 14 | 1,098,000.00 | 820,200.00 |
| Guarantee | 6 | 451,000.00 | 369,100.00 | 21 | 1,112,500.00 | 874,025.00 |
| Economic opportunity loans, EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 1,600.00 | 1,600.00 |
| Guarantee | 0 | 0 | 0 | 2 | 17,900.00 | 17,900.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 8,200.00 | 8,200.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 152,950.00 | 152,950.00 |
| Participation | 1 | 280,000.00 | 252,000.00 | 3 | 910,000.00 | 819,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 57,000.00 | 57,000.00 |
| Participation | 3 | 475,000.00 | 307,500.00 | 6 | 535,500.00 | 357,450.00 |
| Guarantee | 5 | 239,600.00 | 203,250.00 | 12 | 509,600.00 | 432,450.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 18,000.00 | 18,000.00 | 3 | 18,000.00 | 18,000.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 2 | 17,300.00 | 17,300.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 400.00 | 400.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 175,000.00 | 175,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 14,400.00 | 12,960.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEBRASKA—Continued** | | | | | | |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Participation | 5 | 377,000.00 | 324,300.00 | 22 | 1,467,900.00 | 1,233,460.00 |
| Guarantee | 6 | 269,000.00 | 217,950.00 | 19 | 882,500.00 | 718,590.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 2,000.00 | 2,000.00 | 2 | 16,900.00 | 16,900.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Guarantee | 1 | 6,750.00 | 6,750.00 | 1 | 6,750.00 | 6,750.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 16,400.00 | 16,400.00 |
| Disaster loans: Direct | 2 | 5,500.00 | 5,500.00 | 310 | 705,800.00 | 705,800.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 306,500.00 | 306,500.00 |
| Participation | 1 | 185,000.00 | 166,500.00 | 1 | 185,000.00 | 166,500.00 |
| **ADDITIONAL** | | | | | | |
| Disaster loans: Direct | | | | 1 | 1,000.00 | 1,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 62,000.00 | 62,000.00 |
| Participation | 10 | 937,000.00 | 698,300.00 | 42 | 3,101,400.00 | 2,411,110.00 |
| Guarantee | 17 | 959,600.00 | 790,300.00 | 52 | 2,504,600.00 | 2,025,065.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 20,000.00 | 20,000.00 | 6 | 36,500.00 | 36,500.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 4 | 35,200.00 | 35,200.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 35,000.00 | 35,000.00 |
| Guarantee | 1 | 6,750.00 | 6,750.00 | 2 | 12,750.00 | 12,750.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 16,400.00 | 16,400.00 |
| Disaster loans: Direct | 2 | 5,500.00 | 5,500.00 | 314 | 715,400.00 | 715,400.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 284,450.00 | 284,450.00 |
| Participation | 2 | 465,000.00 | 418,500.00 | 4 | 1,095,000.00 | 985,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 14,400.00 | 12,960.00 |
| **NEVADA** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 31,000.00 | 31,000.00 |
| Participation | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 119,600.00 | 119,600.00 |
| **NEW HAMPSHIRE** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 24,300.00 | 24,300.00 | 13 | 234,100.00 | 234,100.00 |
| Participation | 0 | 0 | 0 | 2 | 100,000.00 | 65,000.00 |
| Guarantee | 3 | 86,000.00 | 77,400.00 | 7 | 432,000.00 | 289,300.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 2,000.00 | 2,000.00 | 2 | 5,500.00 | 5,500.00 |
| Displaced business loans: Direct | 1 | 32,500.00 | 32,500.00 | 5 | 101,200.00 | 101,200.00 |
| Development company loans: Participation | 1 | 50,000.00 | 45,000.00 | 3 | 216,500.00 | 194,850.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW HAMPSHIRE—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 6,000.00 | 6,000.00 | 7 | 321,000.00 | 321,000.00 |
| Participation | 1 | 60,000.00 | 30,000.00 | 7 | 612,000.00 | 406,500.00 |
| Guarantee | 7 | 237,000.00 | 203,150.00 | 21 | 1,143,700.00 | 911,320.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,300.00 | 10,300.00 | 3 | 22,730.00 | 22,730.00 |
| EOL II: | | | | | | |
| Direct | 1 | 800.00 | 800.00 | 1 | 800.00 | 800.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 9,900.00 |
| Guarantee | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 30,300.00 | 30,300.00 | 22 | 586,100.00 | 586,100.00 |
| Participation | 1 | 60,000.00 | 30,000.00 | 10 | 812,000.00 | 561,500.00 |
| Guarantee | 10 | 323,000.00 | 280,550.00 | 28 | 1,575,700.00 | 1,200,620.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,300.00 | 10,300.00 | 3 | 22,730.00 | 22,730.00 |
| EOL II: | | | | | | |
| Direct | 2 | 2,800.00 | 2,800.00 | 3 | 6,300.00 | 6,300.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 9,900.00 |
| Guarantee | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 32,500.00 | 32,500.00 | 5 | 101,200.00 | 101,200.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 119,600.00 | 119,600.00 |
| Participation | 1 | 50,000.00 | 45,000.00 | 3 | 216,500.00 | 194,850.00 |
| **NEW JERSEY** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 186,500.00 | 186,500.00 |
| Participation | 1 | 72,000.00 | 54,000.00 | 2 | 112,000.00 | 84,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 10,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 13,000.00 | 13,000.00 | 4 | 88,000.00 | 88,000.00 |
| Guarantee | 3 | 160,000.00 | 120,000.00 | 4 | 460,000.00 | 345,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 16,200.00 | 16,200.00 | 8 | 65,700.00 | 65,700.00 |
| EOL II: Direct | 1 | 5,000.00 | 5,000.00 | 3 | 34,000.00 | 34,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 6,500.00 | 6,500.00 | 5 | 68,500.00 | 68,500.00 |
| Participation | 5 | 341,000.00 | 237,000.00 | 8 | 449,000.00 | 318,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 175,000.00 | 131,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 28,000.00 | 28,000.00 | 14 | 143,300.00 | 143,300.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 3 | 70,000.00 | 70,000.00 |
| Displaced business loans: | | | | | | |
| Participation | 1 | 55,000.00 | 41,250.00 | 1 | 55,000.00 | 41,250.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW JERSEY—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 40,000.00 | 40,000.00 | 3 | 103,000.00 | 103,000.00 |
| Participation | 1 | 150,000.00 | 112,500.00 | 1 | 150,000.00 | 112,500.00 |
| Guarantee | 1 | 15,000.00 | 7,500.00 | 4 | 375,000.00 | 277,000.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 2 | 30,000.00 | 30,000.00 |
| Participation | 2 | 200,000.00 | 112,500.00 | 2 | 200,000.00 | 112,500.00 |
| Guarantee | 1 | 50,000.00 | 37,500.00 | 3 | 240,000.00 | 172,500.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 144,500.00 | 144,500.00 |
| Participation | 2 | 38,000.00 | 23,167.00 | 5 | 176,000.00 | 144,367.00 |
| Guarantee | 2 | 108,000.00 | 81,000.00 | 4 | 258,000.00 | 193,500.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 4,500.00 | 4,500.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 55,800.00 | 55,800.00 |
| Guarantee | 1 | 40,000.00 | 30,000.00 | 5 | 350,000.00 | 240,000.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 77,000.00 | 77,000.00 |
| Participation | 1 | 60,000.00 | 30,000.00 | 1 | 60,000.00 | 30,000.00 |
| Guarantee | 1 | 50,000.00 | 37,500.00 | 3 | 250,000.00 | 187,500.00 |
| Economic opportunity loans, EOL II: Participation | 1 | 15,000.00 | 13,500.00 | 1 | 15,000.00 | 13,500.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 67,200.00 | 67,200.00 |
| Participation | 0 | 0 | 0 | 1 | 200,000.00 | 100,000.00 |
| Guarantee | 1 | 150,000.00 | 112,500.00 | 1 | 150,000.00 | 112,500.00 |
| Economic opportunity loans: EOL II: | | | | | | |
| Direct | 1 | 7,000.00 | 7,000.00 | 1 | 7,000.00 | 7,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 5 | 130,000.00 | 130,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 47,100.00 | 42,390.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 32,000.00 | 32,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 5 | 28,200.00 | 28,200.00 |
| Displaced business loans: Direct | 1 | 110,000.00 | 110,000.00 | 1 | 110,000.00 | 110,000.00 |
| Disaster loans: Direct | 1 | 1,100.00 | 1,100.00 | 13 | 93,900.00 | 93,900.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW JERSEY—Continued** | | | | | | |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 18,500.00 | 18,500.00 |
| Guarantee | 2 | 107,000.00 | 80,250.00 | 3 | 142,000.00 | 101,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 2,000.00 | 2,000.00 | 4 | 24,500.00 | 24,500.00 |
| EOL II: Direct | 8 | 98,800.00 | 98,800.00 | 11 | 134,700.00 | 134,700.00 |
| Disaster loans: Direct | 1 | 25,000.00 | 25,000.00 | 18 | 235,750.00 | 235,750.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 21,000.00 | 21,000.00 | 5 | 70,000.00 | 70,000.00 |
| Participation | 0 | 0 | 0 | 1 | 150,000.00 | 112,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 120,000.00 | 90,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 47,000.00 | 47,000.00 | 2 | 51,000.00 | 51,000.00 |
| Participation | 1 | 50,000.00 | 37,500.00 | 2 | 86,400.00 | 64,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 32,000.00 | 32,000.00 | 3 | 107,000.00 | 107,000.00 |
| Participation | 0 | 0 | 0 | 1 | 400,000.00 | 150,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 175,000.00 | 122,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 8,000.00 | 8,000.00 | 3 | 23,000.00 | 23,000.00 |
| EOL II: Direct | 2 | 19,000.00 | 19,000.00 | 4 | 40,000.00 | 40,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 2,000.00 | 2,000.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 4 | 282,000.00 | 181,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 565,000.00 | 398,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 12,000.00 | 12,000.00 | 3 | 42,000.00 | 42,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 10 | 184,500.00 | 184,500.00 | 49 | 1,197,000.00 | 1,197,000.00 |
| Participation | 13 | 911,000.00 | 606,667.00 | 28 | 2,265,400.00 | 1,410,167.00 |
| Guarantee | 10 | 580,000.00 | 431,250.00 | 35 | 3,322,100.00 | 2,424,140.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 7 | 59,200.00 | 59,200.00 | 36 | 330,000.00 | 330,000.00 |
| EOL II: | | | | | | |
| Direct | 14 | 181,800.00 | 181,800.00 | 33 | 383,900.00 | 383,900.00 |
| Participation | 1 | 15,000.00 | 13,500.00 | 1 | 15,000.00 | 13,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 110,000.00 | 110,000.00 | 2 | 120,000.00 | 120,000.00 |
| Participation | 1 | 35,000.00 | 41,250.00 | 1 | 55,000.00 | 41,250.00 |
| Disaster loans: Direct | 2 | 26,100.00 | 26,100.00 | 32 | 331,650.00 | 331,650.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW MEXICO** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 8 | 148,100.00 | 148,100.00 | 34 | 592,100.00 | 590,100.00 |
| Participation | 10 | 527,600.00 | 407,660.00 | 30 | 1,381,100.00 | 1,046,485.00 |
| Guarantee | 5 | 227,000.00 | 175,500.00 | 22 | 1,162,000.00 | 900,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 3,600.00 | 3,600.00 | 10 | 66,700.00 | 66,700.00 |
| Guarantee | 2 | 23,500.00 | 19,750.00 | 2 | 23,500.00 | 19,750.00 |
| EOL II: Direct | 8 | 128,100.00 | 128,100.00 | 11 | 172,500.00 | 172,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 45,000.00 | 45,000.00 | 1 | 75,000.00 | 75,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 400,000.00 | 350,000.00 |
| **NEW YORK** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | | | | 1 | 15,000.00 | 15,000.00 |
| Economic opportunity loans, EOL II: Direct | | | | 0 | 2,500.00 | 2,500.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 2 | 100,000.00 | 78,000.00 | 2 | 100,000.00 | 78,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 13,000.00 | 13,000.00 | 1 | 13,000.00 | 13,000.00 |
| EOL II: Direct | 1 | 4,000.00 | 4,000.00 | 3 | 24,000.00 | 24,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 60,000.00 | 60,000.00 | 2 | 84,600.00 | 84,600.00 |
| Participation | 1 | 55,000.00 | 27,500.00 | 1 | 55,000.00 | 27,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 16,000.00 | 16,000.00 |
| EOL II: Direct | 1 | 8,000.00 | 8,000.00 | 2 | 33,000.00 | 33,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 82,000.00 | 82,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans, EOL I: Direct | 1 | 12,000.00 | 12,000.00 | 3 | 35,500.00 | 35,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 150,000.00 | 100,000.00 | 2 | 200,000.00 | 145,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 20,000.00 | 20,000.00 |
| EOL II: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 12,000.00 | 12,000.00 | 2 | 24,000.00 | 24,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 49,500.00 | 49,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 4,000.00 | 4,000.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 31,300.00 | 31,300.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 22,000.00 | 22,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 5,000.00 | 5,000.00 |
| Guarantee | | | | 3 | 310,000.00 | 279,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 4 | 47,600.00 | 47,600.00 |
| EOL II: Direct | | | | 1 | 25,000.00 | 25,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | | | | 1 | 50,000.00 | 50,000.00 |
| Economic opportunity loans, EOL I: Direct | | | | 3 | 24,500.00 | 24,500.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | | | | 2 | 140,000.00 | 140,000.00 |
| Economic opportunity loans, EOL II: Direct | | | | 1 | 25,000.00 | 25,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 9 | 392,000.00 | 392,000.00 |
| Guarantee | 1 | 75,000.00 | 67,500.00 | 1 | 75,000.00 | 67,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 50,000.00 | 50,000.00 | 10 | 111,000.00 | 111,000.00 |
| EOL II: Direct | 2 | 17,000.00 | 17,000.00 | 9 | 131,200.00 | 131,200.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans, EOL II: Direct | 1 | 12,000.00 | 12,000.00 | 1 | 12,000.00 | 12,000.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 37,000.00 | 37,000.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 13,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 39,000.00 | 39,000.00 | 6 | 50,500.00 | 50,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 40,000.00 | 40,000.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Participation | 1 | 100,000.00 | 75,000.00 | 1 | 100,000.00 | 75,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 23,000.00 | 23,000.00 | 4 | 36,100.00 | 36,100.00 |
| EOL II: Direct | 1 | 7,600.00 | 7,600.00 | 3 | 27,600.00 | 27,600.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 0 | 0 | 0 | 2 | 80,000.00 | 80,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 23,000.00 | 23,000.00 | 6 | 59,500.00 | 59,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 7 | 68,000.00 | 68,000.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 125,000.00 | 125,000.00 | 6 | 307,500.00 | 307,500.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 14,000.00 | 14,000.00 | 4 | 23,500.00 | 23,500.00 |
| EOL II: Direct | 1 | 7,000.00 | 7,000.00 | 2 | 11,500.00 | 11,500.00 |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Participation | 0 | 0 | 0 | 2 | 177,800.00 | 88,900.00 |
| Guarantee | 1 | 30,000.00 | 27,000.00 | 2 | 45,000.00 | 40,500.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 2 | 21,000.00 | 21,000.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 9 | 126,800.00 | 126,800.00 | 13 | 318,300.00 | 18,300.00 |
| Participation | 1 | 100,000.00 | 75,000.00 | 1 | 100,000.00 | 75,000.00 |
| Guarantee | 2 | 75,000.00 | 67,500.00 | 5 | 235,000.00 | 208,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 22,500.00 | 22,500.00 | 12 | 75,400.00 | 75,400.00 |
| EOL II: | | | | | | |
| Direct | 1 | 24,400.00 | 24,400.00 | 11 | 184,600.00 | 184,600.00 |
| Guarantee | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 8 | 293,000.00 | 293,000.00 |
| Guarantee | 1 | 20,000.00 | 18,000.00 | 1 | 20,000.00 | 18,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 24,500.00 | 24,500.00 | 12 | 92,100.00 | 92,100.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 1 | 21,500.00 | 21,500.00 | 6 | 73,000.00 | 73,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 10,500.00 | 10,500.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 25,000.00 | 25,000.00 | 2 | 65,000.00 | 65,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 4 | 43,000.00 | 43,000.00 |
| EOL II: Direct | 3 | 55,000.00 | 55,000.00 | 3 | 55,000.00 | 55,000.00 |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | | | | 1 | 10,000.00 | 7,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | | | | 1 | 15,000.00 | 15,000.00 |
| EOL II: Guarantee | | | | 1 | 25,000.00 | 25,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 2 | 45,000.00 | 45,000.00 |
| Guarantee | 1 | 75,000.00 | 67,500.00 | 1 | 75,000.00 | 67,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 12,700.00 | 12,700.00 | 3 | 24,700.00 | 24,700.00 |
| EOL II: Direct | 1 | 15,000.00 | 15,000.00 | 2 | 25,000.00 | 25,000.00 |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 9,200.00 | 9,200.00 | 4 | 28,700.00 | 28,700.00 |
| EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 2 | 41,000.00 | 41,000.00 |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 7,000.00 | 7,000.00 | 2 | 107,000.00 | 107,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 1 | 17,500.00 | 17,500.00 | 1 | 17,500.00 | 17,500.00 |
| **24TH CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 12,000.00 | 12,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 100,000.00 | 100,000.00 |
| **25TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 2 | 42,000.00 | 42,000.00 |
| Participation | 1 | 50,000.00 | 32,500.00 | 2 | 100,000.00 | 57,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| EOL II: Direct | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| **26TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 9,000.00 | 9,000.00 | 2 | 24,000.00 | 24,000.00 |
| Participation | 0 | 0 | 0 | 3 | 118,000.00 | 87,250.00 |
| Guarantee | 2 | 40,000.00 | 32,250.00 | 2 | 40,000.00 | 32,250.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 75,000.00 | 70,000.00 |
| **27TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 200,000.00 | 180,000.00 | 2 | 400,000.00 | 360,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 74,000.00 | 74,000.00 | 1 | 74,000.00 | 74,000.00 |
| **28TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 35,000.00 | 26,250.00 |
| Guarantee | 1 | 177,000.00 | 106,200.00 | 4 | 557,000.00 | 432,200.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| Displaced business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 95,000.00 | 85,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **29TH CONGRESSIONAL DISTRICT—NONE** | | | | | | |
| **30TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Participation | 1 | 350,000.00 | 150,000.00 | 2 | 362,000.00 | 159,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 90,000.00 | 57,750.00 |
| Economic opportunity loans, EOL: Direct | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| Displaced business loams: | | | | | | |
| Direct | 1 | 50,000.00 | 50,000.00 | 1 | 50,000.00 | 50,000.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 45,000.00 |
| **31ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 2,500.00 | 2,500.00 | 4 | 85,000.00 | 85,000.00 |
| Participation | 2 | 235,000.00 | 176,250.00 | 8 | 531,000.00 | 401,500.00 |
| Guarantee | 2 | 285,000.00 | 213,750.00 | 7 | 494,000.00 | 385,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 5 | 39,300.00 | 39,300.00 |
| EOL II: Direct | 1 | 20,000.00 | 20,000.00 | 4 | 62,200.00 | 62,200.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 540,000.00 | 345,600.00 |
| **32D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,000.00 | 9,000.00 |
| Participation | 0 | 0 | 0 | 3 | 180,000.00 | 100,000.00 |
| Guarantee | 2 | 112,000.00 | 71,300.00 | 6 | 355,000.00 | 251,250.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| **33D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 30,000.00 | 30,000.00 | 5 | 90,000.00 | 90,000.00 |
| Participation | 1 | 32,000.00 | 24,000.00 | 5 | 1,907,000.00 | 225,250.00 |
| Guarantee | 2 | 60,000.00 | 45,000.00 | 2 | 60,000.00 | 45,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 27,000.00 | 27,000.00 | 3 | 30,700.00 | 30,700.00 |
| EOL II: Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 9,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 72,300.00 | 72,300.00 |
| **34TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 57,000.00 | 57,000.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 37,500.00 |
| Guarantee | 1 | 110,000.00 | 99,000.00 | 2 | 117,500.00 | 104,625.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,000.00 | 3,000.00 | 6 | 46,800.00 | 46,800.00 |
| EOL II: Direct | 3 | 19,800.00 | 19,800.00 | 8 | 108,300.00 | 108,300.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 725,000.00 | 725,000.00 |
| **35TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 7,500.00 | 7,500.00 | 6 | 219,300.00 | 219,300.00 |
| Participation | 2 | 49,000.00 | 40,050.00 | 4 | 429,000.00 | 325,050.00 |
| Guarantee | 1 | 388,000.00 | 349,200.00 | 5 | 688,000.00 | 580,450.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 3 | 35,000.00 | 35,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **36TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 16,000.00 | 16,000.00 | 2 | 40,000.00 | 40,000.00 |
| Participation | 0 | 0 | 0 | 3 | 304,000.00 | 156,800.00 |
| Guarantee | 2 | 120,000.00 | 85,000.00 | 5 | 365,000.00 | 268,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 16,400.00 | 16,400.00 |
| EOL II: Direct | 3 | 54,000.00 | 54,000.00 | 6 | 92,000.00 | 92,000.00 |
| Displaced business loans: Direct | 1 | 50,000.00 | 50,000.00 | 1 | 50,000.00 | 50,000.00 |
| **37TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 1 | 6,000.00 | 6,000.00 |
| Guarantee | | | | 1 | 15,000.00 | 11,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | | | | 1 | 6,000.00 | 6,000.00 |
| **38TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 14,000.00 | 14,000.00 | 1 | 14,000.00 | 14,000.00 |
| Participation | 1 | 40,000.00 | 30,000.00 | 2 | 90,000.00 | 67,500.00 |
| Guarantee | 2 | 55,000.00 | 45,000.00 | 11 | 584,000.00 | 453,700.00 |
| Economic opportunity loans, EOL II: Direct | 2 | 14,000.00 | 14,000.00 | 4 | 39,400.00 | 39,400.00 |
| Disaster loans: | | | | | | |
| Direct | 1 | 4,000.00 | 4,000.00 | 11 | 37,000.00 | 37,000.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 45,000.00 |
| **39TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 2 | 80,000.00 | 57,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,000.00 | 3,000.00 | 3 | 13,000.00 | 13,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| **40TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 26,500.00 | 26,500.00 | 1 | 26,500.00 | 26,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 1 | 20,000.00 | 20,000.00 |
| Guarantee | 1 | 11,400.00 | 9,120.00 | 1 | 11,400.00 | 9,120.00 |
| **41ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 2 | 100,000.00 | 66,667.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| EOL II: Direct | 2 | 28,000.00 | 28,000.00 | 6 | 71,500.00 | 71,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 17,000.00 | 17,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 23 | 451,300.00 | 451,300.00 | 85 | 2,650,200.00 | 2,650,200.00 |
| Participation | 11 | 1,011,000.00 | 630,300.00 | 41 | 4,583,800.00 | 1,941,750.00 |
| Guarantee | 26 | 2,087,000.00 | 1,667,200.00 | 72 | 5,030,500.00 | 4,032,642.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NEW YORK—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 37 | 336,900.00 | 336,900.00 | 117 | 1,015,600.00 | 1,015,600.00 |
| Guarantee | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| EOL II: | | | | | | |
| Direct | 29 | 384,800.00 | 384,800.00 | 95 | 1,318,300.00 | 1,318,300.00 |
| Guarantee | 2 | 36,400.00 | 34,120.00 | 4 | 76,400.00 | 68,120.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 110,000.00 | 110,000.00 | 13 | 1,241,300.00 | 1,236,300.00 |
| Participation | 0 | 0 | 0 | 2 | 145,000.00 | 130,500.00 |
| Disaster loans: | | | | | | |
| Direct | 1 | 4,000.00 | 4,000.00 | 11 | 37,000.00 | 37,000.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 45,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 74,000.00 | 74,000.00 | 1 | 74,000.00 | 74,000.00 |
| Participation | 0 | 0 | 0 | 1 | 540,000.00 | 345,600.00 |
| Guarantee | 0 | 4,000.00 | 32,000.00 | 1 | 40,000.00 | 36,000.00 |
| **NORTH CAROLINA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 60,600.00 | 50,600.00 |
| Participation | 4 | 235,000.00 | 168,000.00 | 6 | 263,000.00 | 189,000.00 |
| Guarantee | 1 | 30,000.00 | 22,500.00 | 3 | 530,000.00 | 435,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 2,000.00 | 2,000.00 | 3 | 12,500.00 | 12,500.00 |
| EOL II: Direct | 1 | 4,000.00 | 4,000.00 | 1 | 4,000.00 | 4,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 117,000.00 | 105,300.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 9,000.00 | 9,000.00 | 4 | 50,000.00 | 50,000.00 |
| Participation | 3 | 71,700.00 | 44,475.00 | 8 | 151,200.00 | 110,775.00 |
| Guarantee | 1 | 30,000.00 | 15,000.00 | 1 | 30,000.00 | 15,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,000.00 | 10,000.00 | 1 | 100,000.00 | 10,000.00 |
| EOL II: Direct | 2 | 27,000.00 | 27,000.00 | 4 | 49,700.00 | 49,700.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 4,000.00 | 3,600.00 | 1 | 92,000.00 | 82,800.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 102,500.00 | 102,500.00 |
| Participation | 3 | 140,000.00 | 97,500.00 | 10 | 590,000.00 | 346,250.00 |
| Guarantee | 1 | 400,000.00 | 350,000.00 | 2 | 460,000.00 | 380,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 14,000.00 | 14,000.00 |
| EOL II: Direct | 1 | 14,500.00 | 14,500.00 | 1 | 14,500.00 | 14,500.00 |
| Development company loans: | | | | | | |
| Participation | 2 | 604,600.00 | 525,838.00 | 2 | 640,600.00 | 525,838.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 77,900.00 | 77,900.00 | 11 | 232,900.00 | 232,900.00 |
| Participation | 2 | 29,000.00 | 21,500.00 | 8 | 494,000.00 | 316,200.00 |
| Guarantee | 1 | 250,000.00 | 225,000.00 | 2 | 280,000.00 | 252,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 1 | 9,000.00 | 9,000.00 | 1 | 9,000.00 | 9,000.00 |
| EOL II: Direct | 1 | 10,000.00 | 10,000.00 | 4 | 44,200.00 | 44,200.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 180,000.00 | 153,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NORTH CAROLINA—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 15 | 246,800.00 | 246,800.00 |
| Participation | 0 | 25,000.00 | 20,500.00 | 6 | 326,000.00 | 241,250.00 |
| Guarantee | 1 | 52,000.00 | 46,800.00 | 2 | 127,000.00 | 114,300.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 3 | 20,400.00 | 20,400.00 |
| Guarantee | 0 | 0 | 0 | 1 | 8,000.00 | 7,200.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 19,800.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 99,600.00 | 99,600.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 70,000.00 | 63,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 5 | 92,000.00 | 92,000.00 | 17 | 333,300.00 | 333,300.00 |
| Participation | 6 | 656,000.00 | 306,000.00 | 16 | 1,403,000.00 | 824,950.00 |
| Guarantee | 0 | 0 | 0 | 3 | 325,000.00 | 242,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| EOL II: Direct | 2 | 7,500.00 | 7,500.00 | 3 | 32,000.00 | 32,000.00 |
| Displaced business loans: Direct | 3 | 233,000.00 | 233,000.00 | 5 | 316,000.00 | 316,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 2,500.00 | 2,500.00 | 5 | 86,900.00 | 86,900.00 |
| Participation | 5 | 146,700.00 | 94,805.00 | 18 | 761,700.00 | 499,245.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 216,000.00 | 216,000.00 |
| Participation | 1 | 225,000.00 | 202,500.00 | 1 | 225,000.00 | 202,500.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 7 | 97,000.00 | 97,000.00 | 20 | 290,600.00 | 290,600.00 |
| Participation | 2 | 112,500.00 | 61,250.00 | 13 | 760,600.00 | 513,075.00 |
| Guarantee | 0 | 0 | 0 | 6 | 247,000.00 | 197,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 2 | 9,000.00 | 9,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 28,500.00 | 28,500.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 5 | 241,000.00 | 241,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 4 | 38,000.00 | 38,000.00 |
| Participation | 4 | 283,000.00 | 237,000.00 | 8 | 858,000.00 | 608,250.00 |
| Guarantee | 1 | 75,000.00 | 56,250.00 | 4 | 476,000.00 | 417,150.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 308,500.00 | 231,375.00 | 4 | 658,000.00 | 545,925.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 125,700.00 | 125,700.00 |
| Participation | 3 | 280,000.00 | 144,000.00 | 10 | 846,500.00 | 573,350.00 |
| Guarantee | 3 | 320,000.00 | 288,000.00 | 5 | 720,500.00 | 640,875.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,500.00 | 3,500.00 | 3 | 28,500.00 | 28,500.00 |
| EOL II: Direct | 1 | 5,000.00 | 5,000.00 | 4 | 24,500.00 | 24,500.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 15,000.00 | 13,500.00 | 0 | 15,000.00 | 13,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NORTH CAROLINA—Continued** | | | | | | |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 121,400.00 | 121,400.00 |
| Participation | 6 | 270,800.00 | 167,005.00 | 11 | 565,800.00 | 358,255.00 |
| Guarantee | 1 | 100,000.00 | 90,000.00 | 1 | 100,000.00 | 90,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 25,500.00 | 25,500.00 |
| EOL II: Direct | 2 | 19,000.00 | 19,000.00 | 3 | 27,000.00 | 27,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 15 | 283,400.00 | 283,400.00 | 98 | 1,688,700.00 | 1,678,700.00 |
| Participation | 38 | 2,141,700.00 | 1,278,035.00 | 114 | 7,019,800.00 | 4,580,600.00 |
| Guarantee | 10 | 1,257,000.00 | 1,093,550.00 | 29 | 3,295,500.00 | 2,784,575.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 5 | 31,500.00 | 31,500.00 | 17 | 126,900.00 | 126,900.00 |
| Guarantee | 1 | 9,000.00 | 9,000.00 | 2 | 17,000.00 | 16,200.00 |
| EOL II: | | | | | | |
| Direct | 10 | 87,000.00 | 87,000.00 | 24 | 228,400.00 | 228,400.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 19,800.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 233,000.00 | 233,000.00 | 11 | 656,600.00 | 656,600.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 216,000.00 | 216,000.00 |
| Participation | 4 | 1,149,100.00 | 969,613.00 | 11 | 1,961,600.00 | 1,691,863.00 |
| **NORTH DAKOTA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 40,500.00 | 38,200.00 |
| Participation | 4 | 53,200.00 | 40,088.00 | 15 | 481,200.00 | 346,913.00 |
| Guarantee | 14 | 788,800.00 | 696,870.00 | 30 | 1,662,100.00 | 1,415,445.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 15,000.00 | 15,000.00 | 3 | 18,000.00 | 18,000.00 |
| Participation | 2 | 28,000.00 | 24,860.00 | 3 | 47,000.00 | 39,110.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 4 | 40,500.00 | 31,700.00 |
| EOL II: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 2 | 32,000.00 | 32,000.00 |
| Participation | 0 | 0 | 0 | 2 | 40,000.00 | 33,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 22,000.00 | 19,800.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 64,400.00 | 64,400.00 |
| Participation | 0 | 0 | 0 | 1 | 80,900.00 | 72,810.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Participation | 2 | 36,000.00 | 32,400.00 | 8 | 318,000.00 | 201,480.00 |
| Guarantee | 9 | 577,000.00 | 378,575.00 | 28 | 1,948,300.00 | 1,409,300.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 1,000.00 | 1,000.00 | 1 | 1,000.00 | 1,000.00 |
| Participation | 0 | 0 | 0 | 1 | 5,000.00 | 4,500.00 |
| Guarantee | 0 | 0 | 0 | 4 | 28,000.00 | 24,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 2 | 35,000.00 | 35,000.00 |
| Participation | 0 | 0 | 0 | 1 | 13,500.00 | 12,150.00 |
| Disaster loans: Direct | 1 | 4,000.00 | 4,000.00 | 1 | 4,000.00 | 4,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 471,200.00 | 471,200.00 |
| Participation | 0 | 0 | 0 | 1 | 27,700.00 | 24,930.00 |
| Guarantee | 0 | 0 | 0 | 1 | 62,650.00 | 56,585.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **NORTH DAKOTA—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 65,500.00 | 63,200.00 |
| Participation | 6 | 89,200.00 | 72,488.00 | 23 | 799,200.00 | 548,393.00 |
| Guarantee | 23 | 1,365,800.00 | 1,075,445.00 | 58 | 3,610,400.00 | 2,824,745.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 16,000.00 | 16,000.00 | 4 | 19,000.00 | 19,000.00 |
| Participation | 2 | 28,000.00 | 24,860.00 | 4 | 52,000.00 | 43,610.00 |
| Guarantee | 1 | 8,000.00 | 7,200.00 | 8 | 68,500.00 | 56,200.00 |
| EOL II: | | | | | | |
| Direct | 2 | 40,000.00 | 40,000.00 | 4 | 67,000.00 | 67,000.00 |
| Participation | 0 | 0 | 0 | 3 | 53,500.00 | 45,150.00 |
| Guarantee | 0 | 0 | 0 | 1 | 22,000.00 | 19,800.00 |
| Disaster loans: Direct | 1 | 4,000.00 | 4,000.00 | 1 | 4,000.00 | 4,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 535,600.00 | 535,600.00 |
| Participation | 0 | 0 | 0 | 2 | 108,600.00 | 97,940.00 |
| Guarantee | 0 | 0 | 0 | 1 | 62,650.00 | 56,585.00 |
| **OHIO** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 45,000.00 | 45,000.00 |
| Guarantee | 1 | 30,000.00 | 22,500.00 | 1 | 30,000.00 | 22,500.00 |
| Economic opportunity loans, EOL II: Direct | 3 | 46,000.00 | 46,000.00 | 6 | 86,600.00 | 86,600.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 257,000.00 | 257,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans, EOL I: Direct | | | | 1 | 8,300.00 | 8,300.00 |
| Displaced business loans: Direct | | | | 1 | 8,000.00 | 8,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Economic opportunity loans, EOL II: Direct | | | | 1 | 6,500.00 | 6,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | | | | 1 | 29,000.00 | 15,660.00 |
| Guarantee | | | | 1 | 20,000.00 | 15,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 35,000.00 | 26,250.00 | 1 | 35,000.00 | 26,250.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 31,000.00 | 31,000.00 |
| Participation | 1 | 200,000.00 | 150,000.00 | 1 | 240,000.00 | 180,000.00 |
| Guarantee | 1 | 29,500.00 | 22,125.00 | 1 | 29,500.00 | 22,125.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OHIO—Continued** | | | | | | |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 54,000.00 | 40,500.00 | 2 | 244,000.00 | 200,100.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 3 | 142,000.00 | 102,400.00 | 3 | 142,000.00 | 102,400.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 2 | 107,000.00 | 107,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 9,000.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 3 | 15,000.00 | 15,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 110,000.00 | 105,000.00 | 3 | 230,000.00 | 205,000.00 |
| Guarantee | 4 | 620,000.00 | 534,400.00 | 7 | 889,500.00 | 754,025.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 1 | 14,500.00 | 14,500.00 | 1 | 14,500.00 | 14,500.00 |
| Participation | 0 | 0 | 0 | 1 | 20,800.00 | 18,720.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 2 | 90,000.00 | 77,000.00 | 3 | 106,000.00 | 91,400.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 14,280.00 | 14,280.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 100,000.00 | 50,000.00 | 2 | 280,000.00 | 185,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,500.00 | 5,500.00 | 2 | 7,000.00 | 7,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 4 | 38,000.00 | 38,000.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| Guarantee | 4 | 293,000.00 | 254,700.00 | 8 | 465,000.00 | 398,700.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| Disaster loans: Direct | 9 | 183,650.00 | 183,650.00 | 9 | 183,650.00 | 183,650.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 24,000.00 | 24,000.00 | 1 | 2,000.00 | 2,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 16,300.00 | 16,300.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OHIO—Continued** | | | | | | |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| Economic opportunity loans, EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 1,900.00 | 1,900.00 |
| Guarantee | 1 | 7,000.00 | 6,300.00 | 1 | 7,000.00 | 6,300.00 |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 110,000.00 | 110,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 100,000.00 | 75,750.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 13,900.00 | 13,900.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 2 | 335,000.00 | 230,200.00 |
| Guarantee | 1 | 85,000.00 | 76,500.00 | 2 | 111,000.00 | 89,500.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 35,000.00 | 26,250.00 |
| Guarantee | 1 | 130,000.00 | 97,500.00 | 4 | 204,000.00 | 151,250.00 |
| Economic opportunity loans, EOL II: Guarantee | 1 | 15,000.00 | 15,000.00 | 1 | 15,000.00 | 15,000.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 4 | 74,800.00 | 74,800.00 |
| Guarantee | | | | 3 | 752,000.00 | 564,000.00 |
| Displaced business loans: Direct | | | | 1 | 11,000.00 | 11,000.00 |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 63,000.00 | 63,000.00 | 11 | 287,500.00 | 287,500.00 |
| Participation | 0 | 0 | 0 | 2 | 243,000.00 | 182,250.00 |
| Guarantee | 1 | 25,000.00 | 12,500.00 | 1 | 25,000.00 | 12,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,800.00 | 10,800.00 | 5 | 51,000.00 | 51,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 7 | 88,400.00 | 88,400.00 |
| Displaced business loans: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 74,010.00 | 74,010.00 |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 37,500.00 | 37,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 400,000.00 | 150,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: Direct | 2 | 20,000.00 | 20,000.00 | 3 | 34,000.00 | 34,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OHIO—Continued** | | | | | | |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 10,000.00 | 10,000.00 | 4 | 44,000.00 | 44,000.00 |
| Economic opportunity loans, EOL I: Direct | 2 | 11,000.00 | 11,000.00 | 3 | 20,500.00 | 20,500.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 4,000.00 | 4,000.00 |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 2 | 22,500.00 | 22,500.00 | 8 | 168,500.00 | 168,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 9,250.00 | 9,250.00 |
| EOL II: Direct | 1 | 11,500.00 | 11,500.00 | 3 | 36,700.00 | 36,700.00 |
| **24TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 30,000.00 | 30,000.00 |
| Participation | 1 | 25,000.00 | 18,750.00 | 1 | 25,000.00 | 18,750.00 |
| Guarantee | 0 | 0 | 0 | 1 | 40,000.00 | 30,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 9 | 159,500.00 | 159,500.00 | 41 | 962,300.00 | 962,300.00 |
| Participation | 2 | 335,000.00 | 273,750.00 | 12 | 1,137,000.00 | 858,110.00 |
| Guarantee | 21 | 1,633,500.00 | 1,316,375.00 | 45 | 3,983,000.00 | 2,989,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 7 | 54,300.00 | 54,300.00 | 19 | 150,050.00 | 150,050.00 |
| EOL II: | | | | | | |
| Direct | 7 | 92,000.00 | 92,000.00 | 28 | 328,880.00 | 328,880.00 |
| Participation | 0 | 0 | 0 | 1 | 20,800.00 | 18,720.00 |
| Guarantee | 2 | 22,000.00 | 21,300.00 | 2 | 22,000.00 | 21,300.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 8 | 384,210.00 | 384,210.00 |
| Disaster loans: Direct | 9 | 183,650.00 | 183,650.00 | 9 | 183,650.00 | 183,650.00 |
| **OKLAHOMA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,500.00 | 9,500.00 |
| Guarantee | 4 | 98,000.00 | 71,100.00 | 13 | 506,950.00 | 374,477.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 38,600.00 | 38,600.00 |
| Guarantee | 2 | 30,000.00 | 30,000.00 | 2 | 30,000.00 | 30,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 13,000.00 | 13,000.00 | 3 | 48,300.00 | 48,300.00 |
| Guarantee | 2 | 46,000.00 | 43,900.00 | 3 | 61,000.00 | 58,900.00 |
| Displaced business loans: | | | | | | |
| Direct | 3 | 430,900.00 | 430,900.00 | 8 | 741,652.00 | 741,652.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OKLAHOMA—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 2 | 40,000.00 | 40,000.00 |
| Guarantee | 9 | 624,600.00 | 350,890.00 | 20 | 1,403,000.00 | 925,390.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 6 | 55,000.00 | 54,300.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 1 | 20,000.00 | 20,000.00 | 4 | 74,500.00 | 74,500.00 |
| Displaced business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 29,000.00 | 26,100.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 4 | 246,600.00 | 132,195.00 | 11 | 420,000.00 | 256,445.00 |
| Economic opprotunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 10,600.00 | 10,600.00 |
| EOL II: | | | | | | |
| Direct | 2 | 37,000.00 | 37,000.00 | 9 | 173,000.00 | 173,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Displaced business loans: Direct | 1 | 42,500.00 | 42,500.00 | 2 | 192,500.00 | 192,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 7 | 233,500.00 | 168,325.00 | 18 | 553,400.00 | 410,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 1 | 10,000.00 | 10,000.00 |
| Guarantee | 1 | 4,400.00 | 4,400.00 | 1 | 4,400.00 | 4,400.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Guarantee | 0 | 0 | 0 | 1 | 8,500.00 | 7,650.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 12,700.00 | 12,700.00 |
| Guarantee | 3 | 63,000.00 | 47,250.00 | 11 | 300,000.00 | 223,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 3 | 17,400.00 | 17,400.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 2 | 80,000.00 | 56,400.00 | 12 | 365,500.00 | 230,592.50 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 1 | 3,000.00 | 3,000.00 | 1 | 3,000.00 | 3,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 13,500.00 | 13,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 22,000.00 | 22,000.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 342,319.81 | 308,088.00 | 3 | 793,394,62 | 714,056.00 |
| Guarantee | 0 | 7,088.00 | 6,379.20 | 1 | 29,700.00 | 26,730.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 4 | 62,200.00 | 62,200.00 |
| Guarantee | 29 | 1,345,600.00 | 826,160.00 | 85 | 3,548,850.00 | 2,421,505.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OKLAHOMA—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 25,000.00 | 25,000.00 | 16 | 131,600.00 | 130,900.00 |
| Guarantee | 4 | 37,400.00 | 37,400.00 | 5 | 52,400.00 | 52,400.00 |
| EOL II: | | | | | | |
| Direct | 4 | 70,000.00 | 70,000.00 | 19 | 342,300.00 | 342,300.00 |
| Guarantee | 2 | 46,000.00 | 43,900.00 | 5 | 98,000.00 | 95,900.00 |
| Displaced business loans: | | | | | | |
| Direct | 4 | 473,400.00 | 473,400.00 | 11 | 941,152.00 | 941,152.00 |
| Participation | 0 | 0 | 0 | 1 | 29,000.00 | 26,100.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 342,319.81 | 308,088.00 | 3 | 793,394.62 | 714,056.00 |
| Guarantee | 0 | 7,088.00 | 6,379.20 | 2 | 38,200.00 | 34,380.00 |
| **OREGON** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 183,171.00 | 183,171.00 |
| Participation | 0 | 0 | 0 | 4 | 197,000.00 | 164,250.00 |
| Guarantee | 5 | 73,500.00 | 61,750.00 | 10 | 581,000.00 | 518,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 1,500.00 | 1,500.00 | 1 | 1,500.00 | 1,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| Disaster loans: Direct | 5 | 36,850.00 | 36,850.00 | 6 | 46,050.00 | 46,050.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 40,000.00 | 40,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 35,000.00 | 35,000.00 | 15 | 468,070.00 | 468,070.00 |
| Participation | 4 | 144,500.00 | 126,300.00 | 8 | 566,500.00 | 447,800.00 |
| Guarantee | 2 | 155,000.00 | 127,500.00 | 6 | 526,500.00 | 429,845.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 8,500.00 | 8,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 4,800.00 | 4,800.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 86,000.00 | 86,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 185,600.00 | 185,600.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 49,000.00 | 49,000.00 | 3 | 64,000.00 | 64,000.00 |
| Guarantee | 2 | 94,000.00 | 72,600.00 | 5 | 414,000.00 | 360,600.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| EOL II: Direct | 1 | 12,000.00 | 12,000.00 | 3 | 23,500.00 | 23,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 17,500.00 | 17,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 42,500.00 | 42,500.00 | 9 | 716,383.00 | 716,383.00 |
| Participation | 1 | 45,300.00 | 22,650.00 | 3 | 255,300.00 | 211,650.00 |
| Guarantee | 2 | 200,000.00 | 160,000.00 | 3 | 235,000.00 | 191,500.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 12,000.00 | 12,000.00 | 1 | 12,000.00 | 12,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **OREGON—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 126,500.00 | 126,500.00 | 31 | 1,431,624.00 | 1,431,624.00 |
| Participation | 5 | 189,800.00 | 148,950.00 | 15 | 1,018,800.00 | 823,700.00 |
| Guarantee | 11 | 522,500.00 | 421,850.00 | 24 | 1,756,500.00 | 1,500,445.00 |
| Economic Opportunity loans: | | | | | | |
| EOL I: Direct | 3 | 18,500.00 | 18,500.00 | 5 | 27,000.00 | 27,000.00 |
| EOL II: Direct | 1 | 12,000.00 | 12,000.00 | 5 | 31,300.00 | 31,300.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 2 | 103,500.00 | 103,500.00 |
| Disaster loans: Direct | 5 | 36,850.00 | 36,850.00 | 6 | 46,050.00 | 46,050.00 |
| Development company loans: Direct | 0 | 0 | 0 | 3 | 225,600.00 | 225,600.00 |
| **PENNSYLVANIA** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | | | | 1 | 25,000.00 | 25,000.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 3,500.00 | 3,500.00 | 2 | ,5500.00 | 5,500.00 |
| Participation | 3 | 340,000.00 | 177,500.00 | 5 | 435,000.00 | 225,000.00 |
| Guarantee | 0 | 0 | 0 | 2 | 50,000.00 | 44,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 25,100.00 | 25,100.00 | 9 | 46,525.00 | 46,525.00 |
| Participation | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| Guarantee | 2 | 16,000.00 | 14,800.00 | 3 | 22,000.00 | 17,800.00 |
| EOL II: | | | | | | |
| Direct | 3 | 25,500.00 | 25,500.00 | 5 | 34,000.00 | 34,000.00 |
| Guarantee | 1 | 10,000.00 | 10,000.00 | 6 | 41,000.00 | 36,475.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 4,000.00 | 4,000.00 | 2 | 19,000.00 | 19,000.00 |
| Participation | 0 | 0 | 0 | 2 | 365,000.00 | 261,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 7,500.00 | 7,500.00 |
| Guarantee | 1 | 10,000.00 | 9,000.00 | 2 | 15,800.00 | 11,900.00 |
| EOL II: | | | | | | |
| Direct | 2 | 20,500.00 | 20,500.00 | 2 | 20,500.00 | 20,500.00 |
| Guarantee | 2 | 30,000.00 | 25,500.00 | 6 | 59,200.00 | 46,900.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 100,000.00 | 100,000.00 | 0 | 100,000.00 | 100,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 12,000.00 | 12,000.00 | 4 | 49,000.00 | 49,000.00 |
| Participation | 0 | 0 | 0 | 6 | 432,000.00 | 248,000.00 |
| Guarantee | 2 | 71,000.00 | 66,000.00 | 3 | 221,000.00 | 201,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 1,500.00 | 1,500.00 |
| Guarantee | 1 | 5,000.00 | 4,500.00 | 1 | 5,000.00 | 4,500.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| Guarantee | 4 | 29,000.00 | 28,700.00 | 5 | 37,000.00 | 35,900.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **PENNSYLVANIA—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 43,500.00 | 43,500.00 | 6 | 69,500.00 | 69,500.00 |
| Participation | 1 | 81,500.00 | 61,125.00 | 2 | 90,500.00 | 64,125.00 |
| Guarantee | 1 | 100,000.00 | 80,000.00 | 2 | 125,000.00 | 100,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| Guarantee | 1 | 6,000.00 | 6,000.00 | 1 | 6,000.00 | 6,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 14,100.00 | 14,100.00 | 3 | 24,100.00 | 24,100.00 |
| Guarantee | 3 | 36,000.00 | 33,000.00 | 4 | 41,000.00 | 38,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 32,000.00 | 32,000.00 |
| Participation | 1 | 39,649.00 | 19,685.00 | 2 | 61,649.00 | 36,185.00 |
| Guarantee | 0 | 0 | 0 | 1 | 30,000.00 | 24,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 5,500.00 | 5,500.00 | 2 | 11,500.00 | 11,500.00 |
| Guarantee | 1 | 14,500.00 | 10,875.00 | 1 | 14,500.00 | 10,875.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 20,000.00 | 20,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 800.00 | 800.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 10,187.00 | 9,167.00 | 0 | 10,187.00 | 9,167.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 110,000.00 | 110,000.00 |
| Participation | 2 | 500,000.00 | 187,500.00 | 6 | 940,000.00 | 525,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 25,000.00 | 22,500.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 3 | 16,000.00 | 16,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Participation | 0 | 0 | 0 | 1 | 275,000.00 | 206,250.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 6 | 106,500.00 | 106,500.00 |
| Participation | 0 | 0 | 0 | 3 | 243,000.00 | 179,000.00 |
| Guarantee | 1 | 150,000.00 | 112,500.00 | 1 | 150,000.00 | 112,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 3,000.00 | 3,000.00 | 2 | 12,500.00 | 12,500.00 |
| Guarantee | 1 | 10,000.00 | 9,000.00 | 1 | 10,000.00 | 9,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 1 | 20,000.00 | 20,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 115,000.00 | 103,500.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 23,300.00 | 23,300.00 | 4 | 49,300.00 | 49,300.00 |
| Participation | 0 | 0 | 0 | 3 | 387,000.00 | 205,250.00 |
| Guarantee | 3 | 242,000.00 | 193,000.00 | 5 | 642,000.00 | 493,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 11,200.00 | 11,200.00 |
| EOL II: Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| Displaced business loans: Participation | 0 | 0 | 0 | 1 | 154,000.00 | 115,500.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 480,000.00 | 349,920.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **PENNSYLVANIA—Continued** | | | | | | |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans; | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 26,000.00 | 26,000.00 |
| Participation | 0 | 0 | 0 | 3 | 466,900.00 | 300,210.00 |
| Guarantee | 0 | 0 | 0 | 5 | 352,000.00 | 299,750.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 6,500.00 | 6,500.00 | 1 | 6,500.00 | 6,500.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Participation | 3 | 255,000.00 | 148,750.00 | 11 | 945,500.00 | 562,375.00 |
| Guarantee | 2 | 280,000.00 | 240,000.00 | 3 | 290,000.00 | 247,500.00 |
| Displaced business loans: Direct | 1 | 377,400.00 | 377,400.00 | 1 | 377,400.00 | 377,400.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 40,000.00 | 40,000.00 |
| Participation | 0 | 0 | 0 | 2 | 275,000.00 | 162,500.00 |
| Guarantee | 1 | 35,000.00 | 26,250.00 | 2 | 335,000.00 | 211,250.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 11,000.00 | 11,000.00 |
| Participation | 1 | 68,000.00 | 51,000.00 | 2 | 178,000.00 | 133,500.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 40,000.00 | 40,000.00 | 11 | 190,000.00 | 190,000.00 |
| Participation | 1 | 100,000.00 | 90,000.00 | 5 | 385,000.00 | 282,500.00 |
| Guarantee | 0 | 0 | 0 | 2 | 170,000.00 | 104,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 4,000.00 | 4,000.00 | 3 | 23,000.00 | 23,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 12,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 9 | 38,450.00 | 38,450.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 58,000.00 | 58,000.00 | 4 | 90,000.00 | 90,000.00 |
| Participation | 1 | 300,000.00 | 150,000.00 | 3 | 575,000.00 | 233,200.00 |
| Guarantee | 0 | 0 | 0 | 1 | 8,000.00 | 5,600.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 3,500.00 | 3,500.00 | 2 | 8,500.00 | 8,500.00 |
| Participation | 0 | 0 | 0 | 0 | 1,550.00 | 775.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 21,000.00 | 21,000.00 |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 2 | 70,000.00 | 63,000.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 2 | 20,000.00 | 20,000.00 |
| Disaster loans: Direct | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Num-loans | | SBA share | Num-loans | | SBA share |
| **PENNSYLVANIA—Continued** | | | | | | |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 24,000.00 | 24,000.00 |
| Participation | 1 | 75,000.00 | 67,500.00 | 2 | 135,000.00 | 112,500.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 3 | 7,400.00 | 7,400.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Participation | 2 | 90,000.00 | 69,750.00 | 15 | 1,390,350.00 | 831,240.00 |
| Guarantee | 4 | 514,200.00 | 404,780.00 | 5 | 523,700.00 | 413,330.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 590,500.00 | 348,395.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | | | | 2 | 40,600.00 | 40,600.00 |
| Participation | | | | 1 | 10,000.00 | 7,500.00 |
| Economic opportunity loans, EOL I: Direct | | | | 1 | 10,000.00 | 10,000.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 2,500.00 | 2,500.00 | 3 | 67,500.00 | 67,500.00 |
| Participation | 2 | 137,000.00 | 102,750.00 | 4 | 322,000.00 | 225,250.00 |
| Guarantee | 0 | 0 | 0 | 1 | 300,000.00 | 238,000.00 |
| Disaster loans: Participation | 0 | 0 | 0 | 1 | 60,000.00 | 54,000.00 |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 0 | 0 | 0 | 1 | 14,800.00 | 13,320.00 |
| Economic opportunity loans, EOL I: Direct | 0 | 0 | 0 | 1 | 5,500.00 | 5,500.00 |
| Displaced business loans: Direct | 1 | 19,700.00 | 19,700.00 | 1 | 19,700.00 | 19,700.00 |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 60,000.00 | 60,000.00 | 1 | 60,000.00 | 60,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 2 | 17,400.00 | 17,400.00 |
| EOL II: Direct | 1 | 2,500.00 | 2,500.00 | 1 | 2,500.00 | 2,500.00 |
| Displaced business loans: Participation | 0 | 0 | 0 | 1 | 68,000.00 | 51,000.00 |
| Development company loans: Participation | 1 | 275,000.00 | 247,500.00 | 1 | 275,000.00 | 247,500.00 |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | | | | 1 | 120,000.00 | 90,000.00 |
| Guarantee | | | | 3 | 700,000.00 | 462,500.00 |
| Economic opportunity loans, EOL I: Direct | | | | 3 | 11,000.00 | 11,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **PENNSYLVANIA—Continued** | | | | | | |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 12,000.00 | 12,000.00 |
| Participation | 0 | 0 | 0 | 3 | 235,000.00 | 176,250.00 |
| Guarantee | 2 | 50,000.00 | 38,500.00 | 3 | 300,000.00 | 226,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 304,000.00 | 304,000.00 |
| **24TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 900.00 | 900.00 |
| Guarantee | 0 | 0 | 0 | 2 | 285,000.00 | 246,000.00 |
| Economic opportunity loans, EOL I: Direct | 1 | 4,000.00 | 4,000.00 | 5 | 61,500.00 | 61,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 81,500.00 | 81,500.00 |
| Participation | 0 | 0 | 0 | 0 | 21,000.00 | 18,900.00 |
| **25TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Direct | 1 | 24,000.00 | 24,000.00 | 3 | 65,000.00 | 65,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 21,000.00 | 21,000.00 | 3 | 24,200.00 | 24,200.00 |
| Guarantee | 1 | 8,000.00 | 3,000.00 | 1 | 8,000.00 | 3,000.00 |
| EOL II: Direct | 1 | 9,000.00 | 9,000.00 | 1 | 9,000.00 | 9,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 43,500.00 | 43,500.00 | 1 | 43,500.00 | 43,500.00 |
| **26TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 83,500.00 | 83,500.00 |
| Guarantee | 1 | 50,000.00 | 25,000.00 | 3 | 195,000.00 | 122,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,000.00 | 3,000.00 | 2 | 8,000.00 | 8,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 65,000.00 | 65,000.00 | 2 | 415,000.00 | 415,000.00 |
| Participation | 0 | 0 | 0 | 1 | 324,000.00 | 291,600.00 |
| **27TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 7,700.00 | 7,700.00 | 5 | 84,700.00 | 84,700.00 |
| Participation | 0 | 0 | 0 | 1 | 58,500.00 | 29,250.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 12,000.00 | 12,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 17 | 278,500.00 | 278,500.00 | 73 | 1,261,000.00 | 1,261,000.00 |
| Participation | 18 | 1,986,149.00 | 1,125,560.00 | 82 | 8,050,399.00 | 4,890,335.00 |
| Guarantee | 17 | 1,492,200.00 | 1,186,030.00 | 48 | 4,786,500.00 | 3,650,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 12 | 92,100.00 | 92,100.00 | 47 | 291,225.00 | 291,225.00 |
| Participation | 1 | 5,000.00 | 5,000.00 | 1 | 6,550.00 | 5,775.00 |
| Guarantee | 8 | 69,500.00 | 57,175.00 | 11 | 96,300.00 | 75,075.00 |
| EOL II: | | | | | | |
| Direct | 10 | 86,100.00 | 86,100.00 | 25 | 200,600.00 | 200,600.00 |
| Guarantee | 10 | 105,000.00 | 97,200.00 | 21 | 178,200.00 | 157,275.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **PENNSYLVANIA—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Displaced business loans: | | | | | | |
| Direct | 4 | 460,600.00 | 460,600.00 | 7 | 547,100.00 | 547,100.00 |
| Participation | 0 | 0 | 0 | 3 | 518,000.00 | 391,650.00 |
| Guarantee | 0 | 0 | 0 | 1 | 115,000.00 | 103,500.00 |
| Disaster loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 12 | 64,250.00 | 64,250.00 |
| Participation | 0 | 0 | 0 | 1 | 60,000.00 | 54,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 165,000.00 | 165,000.00 | | 819,000.00 | 819,000.00 |
| Participation | 1 | 285,187.00 | 256,667.00 | 34 | 1,679,687.00 | 1,246,582.00 |
| **RHODE ISLAND** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 32,500.00 | 32,500.00 | 18 | 347,000.00 | 342,000.00 |
| Participation | 5 | 220,000.00 | 125,500.00 | 12 | 840,000.00 | 551,000.00 |
| Guarantee | 4 | 358,000.00 | 312,200.00 | 7 | 418,000.00 | 366,200.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 10,500.00 | 10,500.00 |
| EOL II: Direct | 2 | 9,000.00 | 9,000.00 | 3 | 27,500.00 | 27,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 4 | 505,000.00 | 505,000.00 | 8 | 828,000.00 | 828,000.00 |
| Participation | 0 | 0 | 0 | 2 | 550,000.00 | 442,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 62,300.00 | 62,300.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 160,000.00 | 160,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 6 | 136,100.00 | 136,100.00 | 39 | 893,700.00 | 886,200.00 |
| Participation | 2 | 16,000.00 | 11,300.00 | 12 | 684,000.00 | 525,550.00 |
| Guarantee | 7 | 619,500.00 | 527,550.00 | 13 | 1,153,500.00 | 1,006,650.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 27,500.00 | 27,500.00 | 6 | 38,500.00 | 38,500.00 |
| Participation | 1 | 11,000.00 | 11,000.00 | 0 | 0 | 0 |
| EOL II: Direct | 3 | 16,000.00 | 16,000.00 | 9 | 88,000.00 | 88,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 9 | 103,600.00 | 103,600.00 | 57 | 1,240,700.00 | 1,228,200.00 |
| Participation | 7 | 236,000.00 | 136,800.00 | 24 | 1,524,000.00 | 1,076,550.00 |
| Guarantee | 11 | 977,500.00 | 839,750.00 | 20 | 1,571,500.00 | 1,372,850.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 27,500.00 | 27,500.00 | 8 | 49,000.00 | 49,000.00 |
| Participation | 1 | 11,000.00 | 11,000.00 | 0 | 0 | 0 |
| EOL II: Direct | 5 | 25,000.00 | 25,000.00 | 12 | 115,500.00 | 115,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 4 | 505,000.00 | 505,000.00 | 8 | 828,000.00 | 828,000.00 |
| Participation | 0 | 0 | 0 | 2 | 550,000.00 | 442,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 62,300.00 | 62,300.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 160,000.00 | 160,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **SOUTH CAROLINA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 35,500.00 | 35,500.00 | 13 | 364,000.00 | 364,000.00 |
| Participation | 7 | 228,800.00 | 157,350.00 | 27 | 1,420,500.00 | 884,750.00 |
| Guarantee | 3 | 94,000.00 | 70,500.00 | 8 | 222,000.00 | 166,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: | | | | | | |
| Direct | 2 | 27,500.00 | 27,500.00 | 3 | 41,500.00 | 41,500.00 |
| Participation | 1 | 6,000.00 | 5,400.00 | 1 | 6,000.00 | 5,400.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 7 | 82,000.00 | 82,000.00 | 21 | 339,800.00 | 319,200.00 |
| Participation | 3 | 105,000.00 | 67,500.00 | 10 | 405,000.00 | 295,750.00 |
| Guarantee | 4 | 271,000.00 | 234,700.00 | 13 | 520,000.00 | 438,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 25,000.00 | 25,000.00 |
| EOL II: | | | | | | |
| Direct | 3 | 26,000.00 | 26,000.00 | 3 | 26,000.00 | 26,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 25,000.00 | 25,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 350,000.00 | 350,000.00 | 1 | 350,000.00 | 350,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,000.00 | 5,000.00 | 2 | 20,000.00 | 20,000.00 |
| Participation | 1 | 125,000.00 | 93,750.00 | 5 | 294,000.00 | 228,850.00 |
| Guarantee | 0 | 0 | 0 | 2 | 385,000.00 | 344,995.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Direct | 1 | 16,350.00 | 16,350.00 | 4 | 35,850.00 | 35,850.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,500.00 | 5,500.00 | 3 | 155,500.00 | 155,500.00 |
| Participation | 1 | 3,000.00 | 2,250.00 | 15 | 764,000.00 | 568,275.00 |
| Guarantee | 3 | 148,500.00 | 133,650.00 | 7 | 255,500.00 | 217,650.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 4,500.00 | 4,500.00 | 1 | 4,500.00 | 4,500.00 |
| EOL II: Direct | 0 | 0. | 0 | 1 | 7,000.00 | 7,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 6,000.00 | 6,000.00 | 2 | 10,000.00 | 10,000.00 |
| Participation | 1 | 45,000.00 | 31,500.00 | 6 | 507,000.00 | 401,725.00 |
| Guarantee | 1 | 35,000.00 | 31,500.00 | 5 | 359,000.00 | 317,500.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Direct | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 183,625.00 | 183,625.00 | 3 | 763,625.00 | 763,625.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 32,000.00 | 32,000.00 | 10 | 136,750.00 | 134,750.00 |
| Participation | 10 | 731,000.00 | 574,250.00 | 26 | 1,845,000.00 | 1,442,275.00 |
| Guarantee | 0 | 0 | 0 | 3 | 176,000.00 | 133,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 0 | 0 | 0 | 1 | 6,300.00 | 5,670.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 5,700.00 | 5,700.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **SOUTH CAROLINA—Continued** | | | | | | |
| **6TH CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 350,000.00 | 350,000.00 |
| Participation | 2 | 289,650.00 | 257,185.00 | 2 | 289,650.00 | 257,185.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 17 | 166,000.00 | 166,000.00 | 51 | 1,026,050.00 | 1,003,450.00 |
| Participation | 23 | 1,237,800.00 | 926,600.00 | 89 | 5,235,500.00 | 3,821,625.00 |
| Guarantee | 11 | 548,500.00 | 470,350.00 | 38 | 1,917,500.00 | 1,618,845.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 4,500.00 | 4,500.00 | 3 | 29,500.00 | 29,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 6,300.00 | 5,670.00 |
| EOL II: | | | | | | |
| Direct | 6 | 69,850.00 | 69,850.00 | 14 | 141,050.00 | 141,050.00 |
| Participation | 1 | 6,000.00 | 5,400.00 | 1 | 6,000.00 | 5,400.00 |
| Guarantee | 0 | 0 | 0 | 1 | 25,000.00 | 25,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 25,000.00 | 25,000.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 533,625.00 | 533,625.00 | 5 | 1,463,625.00 | 1,463,625.00 |
| Participation | 2 | 289,650.00 | 257,185.00 | 2 | 289,650.00 | 257,185.00 |
| **SOUTH DAKOTA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 71,300.00 | 71,300.00 |
| Participation | 12 | 589,500.00 | 448,125.00 | 37 | 1,634,700.00 | 1,175,700.00 |
| Guarantee | 14 | 650,500.00 | 493,150.00 | 26 | 917,500.00 | 715,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,500.00 | 3,500.00 |
| Participation | 1 | 9,000.00 | 8,100.00 | 2 | 24,000.00 | 19,350.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 2,000.00 | 2,000.00 | 5 | 52,000.00 | 52,000.00 |
| Participation | 2 | 15,000.00 | 12,750.00 | 2 | 15,000.00 | 12,750.00 |
| Guarantee | 1 | 6,000.00 | 5,400.00 | 4 | 43,000.00 | 39,450.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 120,000.00 | 120,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 6,500.00 | 6,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 20,350.00 | 20,350.00 |
| Participation | 0 | 0 | 0 | 1 | 203,000.00 | 182,700.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 90,000.00 | 90,000.00 |
| Participation | 15 | 840,500.00 | 683,750.00 | 37 | 1,944,000.00 | 1,579,900.00 |
| Guarantee | 6 | 153,500.00 | 126,150.00 | 13 | 455,000.00 | 385,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 19,500.00 | 19,500.00 |
| Part | 1 | 13,000.00 | 11,700.00 | 3 | 31,400.00 | 25,500.00 |
| Guarantee | 1 | 14,000.00 | 10,500.00 | 2 | 22,000.00 | 18,500.00 |
| EOL II: | | | | | | |
| Direct | 2 | 23,000.00 | 23,000.00 | 3 | 30,000.00 | 30,000.00 |
| Part | 3 | 50,000.00 | 40,200.00 | 4 | 64,000.00 | 52,800.00 |
| Guarantee | 1 | 6,000.00 | 4,500.00 | 1 | 6,000.00 | 4,500.00 |
| Displaced business loans: Part | 0 | 0 | 0 | 1 | 38,000.00 | 34,200.00 |
| Disaster loans: Direct | 1 | 2,500.00 | 2,500.00 | 4 | 8,500.00 | 8,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 266,000.00 | 266,000.00 |
| Guarantee | 1 | 10,000.00 | 9,000.00 | 1 | 10,000.00 | 9,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **SOUTH DAKOTA—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 8 | 161,300.00 | 161,300.00 |
| Participation | 27 | 1,430,000.00 | 1,131,875.00 | 74 | 3,578,700.00 | 2,755,600.00 |
| Guarantee | 20 | 804,000.00 | 619,300.00 | 39 | 1,372,500.00 | 1,101,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 23,000.00 | 23,000.00 |
| Participation | 2 | 22,000.00 | 19,800.00 | 5 | 55,400.00 | 44,850.00 |
| Guarantee | 1 | 14,000.00 | 10,500.00 | 3 | 37,000.00 | 32,000.00 |
| EOL II: | | | | | | |
| Direct | 3 | 25,000.00 | 25,000.00 | 8 | 82,000.00 | 82,000.00 |
| Participation | 5 | 65,000.00 | 52,950.00 | 6 | 79,000.00 | 65,550.00 |
| Guarantee | 2 | 12,000.00 | 9,900.00 | 5 | 49,000.00 | 43,950.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 120,000.00 | 120,000.00 |
| Part | 0 | 0 | 0 | 1 | 38,000.00 | 34,200.00 |
| Disaster loans: Direct | 1 | 2,500.00 | 2,500.00 | 5 | 15,000.00 | 15,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 286,350.00 | 286,350.00 |
| Part | 0 | 0 | 0 | 1 | 203,000.00 | 182,700.00 |
| Guarantee | 1 | 10,000.00 | 9,000.00 | 1 | 10,000.00 | 9,000.00 |
| **TENNESSEE** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,700.00 | 5,700.00 | 3 | 19,200.00 | 19,200.00 |
| Participation | 3 | 133,000.00 | 99,750.00 | 6 | 294,500.00 | 227,100.00 |
| Guarantee | 0 | 0 | 0 | 2 | 160,000.00 | 117,900.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 800.00 | 800.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 23,500.00 | 23,500.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 2,500.00 | 4,500.00 | 6 | 64,700.00 | 64,700.00 |
| Participation | 2 | 37,000.00 | 29,900.00 | 8 | 263,000.00 | 195,900.00 |
| Guarantee | 3 | 143,800.00 | 127,170.00 | 7 | 340,800.00 | 267,420.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 18,100.00 | 18,100.00 |
| EOL II: Guarantee | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| Disaster loans: Direct | 1 | 8,000.00 | 8,000.00 | 9 | 32,500.00 | 32,500.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 165,000.00 | 165,000.00 | 1 | 165,000.00 | 165,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 6 | 252,000.00 | 134,750.00 |
| Guarantee | 1 | 35,000.00 | 26,250.00 | 3 | 61,000.00 | 45,750.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 350,000.00 | 350,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| Participation | 6 | 262,500.00 | 184,095.00 | 22 | 1,798,200.00 | 1,283,750.00 |
| Guarantee | 3 | 345,000.00 | 291,750.00 | 7 | 670,000.00 | 537,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 46,500.00 | 46,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 324,000.00 | 324,000.00 |
| Participation | 0 | 0 | 0 | 1 | 288,000.00 | 259,200.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TENNESSEE—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 70,000.00 | 70,000.00 |
| Participation | 3 | 367,000.00 | 200,250.00 | 8 | 676,000.00 | 415,750.00 |
| Economic Opportunity Loans II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 25,500.00 | 25,500.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 8,500.00 | 8,500.00 |
| Participation | 4 | 132,500.00 | 77,500.00 | 12 | 575,500.00 | 348,150.00 |
| Guarantee | 3 | 202,000.00 | 108,900.00 | 3 | 202,000.00 | 108,900.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Participation | 0 | 0 | 0 | 1 | 21,000.00 | 14,700.00 |
| Disaster loans: Participation | 1 | 25,000.00 | 18,750.00 | 1 | 25,000.00 | 18,750.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 122,475.00 | 122,475.00 |
| Participation | 0 | 0 | 0 | 1 | 90,000.00 | 81,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 2 | 40,000.00 | 40,000.00 |
| Participation | 3 | 88,000.00 | 66,000.00 | 4 | 143,000.00 | 101,750.00 |
| Guarantee | 1 | 25,000.00 | 18,750.00 | 2 | 40,000.00 | 30,000.00 |
| Distaster loans: Direct | 2 | 79,600.00 | 79,600.00 | 2 | 79,600.00 | 79,600.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 157,500.00 | 157,500.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 34,000.00 | 29,500.00 |
| Participation | 6 | 435,000.00 | 308,250.00 | 12 | 1,010,000.00 | 743,900.00 |
| Guarantee | 2 | 108,000.00 | 71,000.00 | 4 | 263,000.00 | 187,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I; Participation | 0 | 0 | 0 | 1 | 15,000.00 | 12,750.00 |
| EOL II: Direct | 1 | 3,000.00 | 3,000.00 | 1 | 3,000.00 | 3,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 0 | 52,433.00 | 47,190.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 15,000.00 | 15,000.00 | 4 | 103,500.00 | 103,500.00 |
| Participation | 1 | 60,000.00 | 45,000.00 | 8 | 515,000.00 | 372,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 19,000.00 | 14,250.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 6,200.00 | 6,200.00 |
| Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Displaced business loans: direct | 0 | 0 | 0 | 1 | 7,500.00 | 7,500.00 |
| **ADDITIONAL** | | | | | | |
| Development company loans: | | | | | | |
| Direct | 1 | 198,115.00 | 198,115.00 | 1 | 198,115.00 | 198,115.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TENNESSEE—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 48,200.00 | 50,200.00 | 22 | 354,900.00 | 350,400.00 |
| Participation | 28 | 1,515,000.00 | 1,010,745.00 | 86 | 5,527,200.00 | 3,823,550.00 |
| Guarantee | 13 | 858,800.00 | 643,820.00 | 29 | 1,755,800.00 | 1,308,970.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 35,100.00 | 35,100.00 |
| Participation | 0 | 0 | 0 | 2 | 36,000.00 | 27,450.00 |
| Guarantee | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 3,000.00 | 3,000.00 | 5 | 52,000.00 | 52,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| Displaced business loans: Direct | 1 | 8,000.00 | 8,000.00 | 2 | 15,500.00 | 15,500.00 |
| Disaster loans: | | | | | | |
| Direct | 3 | 87,600.00 | 87,600.00 | 12 | 158,600.00 | 158,600.00 |
| Participation | 1 | 25,000.00 | 18,750.00 | 1 | 25,000.00 | 18,750.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 363,115.00 | 363,115.00 | 7 | 1,317,090.00 | 1,317,090.00 |
| Participation | 0 | 0 | 0 | 2 | 430,433.00 | 387,390.00 |
| **TEXAS** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | 1 | 20,000.00 | 18,000.00 | 1 | 20,000.00 | 18,000.00 |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 48,800.00 | 48,800.00 |
| Participation | 3 | 120,000.00 | 90,000.00 | 8 | 269,500.00 | 220,775.00 |
| Guarantee | 1 | 35,000.00 | 31,500.00 | 4 | 156,500.00 | 127,575.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 2 | 6,500.00 | 6,500.00 | 3 | 21,500.00 | 21,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 18,500.00 | 14,800.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 30,000.00 | 30,000.00 | 2 | 35,000.00 | 34,500.00 |
| Participation | 0 | 0 | 0 | 5 | 93,000.00 | 72,300.00 |
| Guarantee | 7 | 301,000.00 | 219,500.00 | 13 | 637,000.00 | 478,150.00 |
| Economic opportunity loans: | | | | | | |
| EOL I guarantee | 2 | 31,500.00 | 29,850.00 | 2 | 31,500.00 | 29,850.00 |
| EOL II: | | | | | | |
| Direct | 1 | 23,000.00 | 23,000.00 | 2 | 27,000.00 | 27,000.00 |
| Participation | 0 | 0 | 0 | 1 | 22,000.00 | 16,500.00 |
| Gurantee | 0 | 0 | 0 | 1 | 6,000.00 | 5,400.00 |
| Development company loans: Direct | 0 | 0 | 0 | 1 | 225,000.00 | 225,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Participation | 0 | 0 | 0 | 1 | 15,000.00 | 11,250.00 |
| Guarantee | 2 | 215,000.00 | 161,250.00 | 7 | 1,154,000.00 | 804,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,450.00 | 2,450.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 3,600.00 | 3,600.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TEXAS—Continued** | | | | | | |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 57,200.00 | 57,200.00 |
| Participation | 2 | 56,000.00 | 50,400.00 | 3 | 86,000.00 | 70,400.00 |
| Guarantee | 4 | 87,000.00 | 69,600.00 | 7 | 245,000.00 | 211,050.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 8,000.00 | 8,000.00 | 1 | 8,000.00 | 8,000.00 |
| Development company loans: Direct | 1 | 157,500.00 | 157,500.00 | 1 | 157,500.00 | 157,500.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 4 | 125,000.00 | 121,500.00 |
| Participation | 0 | 0 | 0 | 3 | 375,000.00 | 265,750.00 |
| Guarantee | 2 | 55,000.00 | 44,250.00 | 6 | 130,000.00 | 103,200.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 4,250.00 | 4,250.00 |
| EOL II: Direct | 1 | 15,000.00 | 15,000.00 | 4 | 50,900.00 | 50,900.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 3 | 143,000.00 | 122,250.00 |
| Guarantee | 1 | 30,000.00 | 21,600.00 | 4 | 228,000.00 | 166,740.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 120,000.00 | 120,000.00 |
| Guarantee | 1 | 23,375.00 | 21,037.50 | 1 | 23,375.00 | 21,037.50 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 115,000.00 | 115,000.00 |
| Participation | 0 | 0 | 0 | 2 | 165,000.00 | 88,500.00 |
| Guarantee | 4 | 280,000.00 | 230,000.00 | 12 | 524,700.00 | 419,675.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 14,000.00 | 14,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 18,000.00 | 18,000.00 |
| EOL II: | | | | | | |
| Direct | 2 | 21,000.00 | 21,000.00 | 2 | 21,000.00 | 21,000.00 |
| Participation | 0 | 0 | 0 | 1 | 6,000.00 | 5,400.00 |
| Development company loans: Direct | 0 | 0 | 0 | 1 | 191,246.00 | 191,246.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 95,252.00 | 71,964.00 | 1 | 95,252.00 | 71,964.00 |
| Guarantee | 1 | 6,000.00 | 5,400.00 | 4 | 266,000.00 | 200,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 14,000.00 | 14,000.00 |
| Participation | 1 | 20,000.00 | 18,000.00 | 1 | 20,000.00 | 18,000.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 18,000.00 | 18,000.00 |
| Participation | 1 | 35,000.00 | 30,625.00 | 2 | 55,000.00 | 45,625.00 |
| Guarantee | 5 | 213,000.00 | 179,700.00 | 23 | 1,478,500.00 | 1,122,375.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 3 | 39,500.00 | 39,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TEXAS—Continued** | | | | | | |
| **9TH CONGRESSIONAL DISTRICT—Continued** | | | | | | |
| Disaster loans: | | | | | | |
| Direct | 2 | 3,500.00 | 3,500.00 | 5 | 22,290.00 | 22,290.00 |
| Participation | 1 | 7,500.00 | 5,625.00 | 1 | 7,500.00 | 5,625.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 14,660.00 | 14,660.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 32,100.00 | 32,100.00 |
| Participation | 0 | 0 | 0 | 5 | 322,400.00 | 246,075.00 |
| Guarantee | 1 | 69,000.00 | 51,750.00 | 5 | 283,500.00 | 217,050.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 3,500.00 | 3,500.00 | 2 | 12,000.00 | 12,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 115,000.00 | 115,000.00 |
| **11TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 29,000.00 | 29,000.00 |
| Participation | 1 | 15,000.00 | 11,250.00 | 1 | 15,000.00 | 11,250.00 |
| Guarantee | 1 | 40,000.00 | 36,000.00 | 4 | 670,000.00 | 510,750.00 |
| Economic opportunity loans, EOL: Direct | 0 | 0 | 0 | 1 | 4,500.00 | 4,500.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 1,440.00 | 1,440.00 |
| **12TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 54,000.00 | 54,000.00 |
| Guarantee | 2 | 240,000.00 | 216,000.00 | 9 | 432,500.00 | 384,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 14,000.00 | 14,000.00 |
| **13TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,000.00 | 3,000.00 |
| Guarantee | 3 | 50,000.00 | 36,500.00 | 10 | 648,500.00 | 498,625.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 2,500.00 | 2,500.00 | 3 | 15,000.00 | 15,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 9,800.00 | 6,860.00 |
| EOL II: | | | | | | |
| Direct | 4 | 40,500.00 | 40,500.00 | 10 | 130,500.00 | 130,500.00 |
| Guarantee | 1 | 22,000.00 | 19,800.00 | 3 | 36,000.00 | 29,200.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 8 | 63,500.00 | 63,500.00 |
| **14TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 40,000.00 | 40,000.00 | 4 | 55,950.00 | 55,950.00 |
| Participation | 4 | 262,500.00 | 196,875.00 | 8 | 539,000.00 | 339,125.00 |
| Guarantee | 1 | 100,000.00 | 90,000.00 | 6 | 640,500.00 | 564,525.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 17,500.00 | 17,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 5 | 60,200.00 | 60,200.00 |
| Guarantee | 0 | 0 | 0 | 2 | 39,000.00 | 37,000.00 |
| Disaster loans: Direct | 451 | 1,360,497.00 | 1,360,497.00 | 1,331 | 4,772,852.00 | 4,772,852.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TEXAS—Continued** | | | | | | |
| **15TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 110,000.00 | 109,000.00 |
| Participation | 0 | 0 | 0 | 2 | 41,000.00 | 35,000.00 |
| Guarantee | 7 | 112,600.00 | 98,440.00 | 15 | 449,500.00 | 395,740.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Disaster loans: | | | | | | |
| Direct | 2,287 | 6,541,858.00 | 6,547,158.01 | 6,511 | 24,343,907.00 | 24,343,907.01 |
| Participation | 2 | 21,900.00 | 16,900.00 | 2 | 21,900.00 | 16,900.00 |
| **16TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 22,000.00 | 22,000.00 | 6 | 131,300.00 | 131,300.00 |
| Participation | 0 | 0 | 0 | 3 | 160,000.00 | 120,000.00 |
| Guarantee | 1 | 12,000.00 | 10,800.00 | 4 | 232,000.00 | 165,800.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 25,500.00 | 25,500.00 |
| Guarantee | 1 | 9,000.00 | 8,100.00 | 1 | 9,000.00 | 8,100.00 |
| **17TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 3 | 67,000.00 | 67,000.00 |
| Participation | 1 | 30,000.00 | 15,000.00 | 4 | 107,000.00 | 82,500.00 |
| Guarantee | 6 | 421,000.00 | 370,050.00 | 8 | 681,000.00 | 562,133.00 |
| Economic opportunity loans: | | | | | | |
| EOL II: | | | | | | |
| Direct | 1 | 13,000.00 | 13,000.00 | 6 | 81,850.00 | 81,850.00 |
| Guarantee | 1 | 5,000.00 | 5,000.00 | 2 | 17,000.00 | 17,000.00 |
| **18TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 6 | 99,800.00 | 99,800.00 |
| Participation | 2 | 325,000.00 | 262,500.00 | 14 | 754,000.00 | 582,550.00 |
| Guarantee | 3 | 380,000.00 | 247,500.00 | 8 | 913,800.00 | 668,850.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 7,000.00 | 7,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 18,500.00 | 18,500.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 15,000.00 |
| Development company loans: | | | | | | |
| Guarantee | 1 | 135,000.00 | 121,500.00 | 1 | 135,000.00 | 121,500.00 |
| **19TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 7 | 192,500.00 | 182,500.00 |
| Participation | 1 | 36,000.00 | 24,000.00 | 8 | 285,000.00 | 222,050.00 |
| Guarantee | 6 | 310,000.00 | 248,500.00 | 15 | 764,300.00 | 607,225.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 6,200.00 | 6,200.00 | 2 | 11,200.00 | 11,200.00 |
| EOL II: | | | | | | |
| Direct | 3 | 12,150.00 | 12,150.00 | 4 | 16,250.00 | 16,250.00 |
| Guarantee | 0 | 0 | 0 | 1 | 15,000.00 | 13,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 763,100.00 | 763,100.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TEXAS—Continued** | | | | | | |
| **20TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 19,000.00 | 19,000.00 | 7 | 115,000.00 | 115,000.00 |
| Participation | 1 | 150,000.00 | 135,000.00 | 1 | 150,000.00 | 135,000.00 |
| Guarantee | 1 | 15,000.00 | 13,500.00 | 5 | 80,500.00 | 69,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 8,300.00 | 8,300.00 |
| EOL II: Direct | 1 | 8,800.00 | 8,800.00 | 2 | 21,300.00 | 21,300.00 |
| Disaster loans: Direct | 18 | 33,770.00 | 33,770.00 | 19 | 36,970.00 | 36,970.00 |
| **21ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 67,300.00 | 64,175.00 | 8 | 120,550.00 | 111,493.00 |
| Participation | 3 | 248,000.00 | 168,500.00 | 10 | 399,000.00 | 279,150.00 |
| Guarantee | 2 | 35,500.00 | 26,625.00 | 7 | 469,500.00 | 415,125.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 5,500.00 | 5,500.00 |
| EOL II: | | | | | | |
| Direct | 3 | 50,000.00 | 50,000.00 | 16 | 222,250.00 | 222,250.00 |
| Participation | 0 | 0 | 0 | 2 | 22,500.00 | 18,000.00 |
| Disaster loans: Direct | 6 | 26,000.00 | 26,000.00 | 8 | 47,300.00 | 47,300.00 |
| **22D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 58,500.00 | 58,500.00 | 5 | 69,500.00 | 69,500.00 |
| Participation | 5 | 165,000.00 | 129,750.00 | 7 | 335,000.00 | 252,250.00 |
| Guarantee | 3 | 110,000.00 | 86,250.00 | 12 | 380,000.00 | 296,100.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 20,000.00 | 20,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 9,000.00 | 8,100.00 |
| EOL II: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 6 | 86,500.00 | 86,500.00 |
| Guarantee | 1 | 7,700.00 | 5,775.00 | 2 | 13,700.00 | 11,175.00 |
| **23D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 113,000.00 | 101,700.00 | 2 | 125,000.00 | 110,700.00 |
| Guarantee | 1 | 125,000.00 | 86,250.00 | 3 | 195,000.00 | 145,500.00 |
| Economic opportunity loans, | | | | | | |
| EOL II: Guarantee | 0 | 0 | 0 | 1 | 8,832.00 | 7,949.00 |
| Disaster loans: Direct | 31 | 70,300.00 | 70,300.00 | 90 | 217,120.00 | 217,120.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Participation | | | | 1 | 115,000.00 | 86,250.00 |
| Disaster loans: Direct | | | | 3 | 2,100.00 | 2,100.00 |
| Economic opportunity loans, | | | | | | |
| EOL I: Direct | | | | 1 | 3,000.00 | 3,000.00 |
| Business loans: Participation | 1 | 105,000.00 | 78,750.00 | 1 | 105,000.00 | 78,750.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 252,000.00 | 252,000.00 | 1 | 252,000.00 | 252,000.00 |
| Disaster loans: Direct | 1 | 1,400.00 | 1,400.00 | 1 | 1,400.00 | 1,400.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 16 | 276,800.00 | 273,675.00 | 76 | 1,484,700.00 | 1,460,643.00 |
| Participation | 27 | 1,755,752.00 | 1,366,314.00 | 95 | 4,749,152.00 | 3,549,464.00 |
| Guarantee | 66 | 3,262,100.00 | 2,598,965.00 | 192 | 11,680,300.00 | 9,152,388.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **TEXAS—Continued** | | | | | | |
| **STATE TOTALS—Continued** | | | | | | |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 15,200.00 | 15,200.00 | 23 | 150,700.00 | 150,700.00 |
| Guarantee | 2 | 31,500.00 | 29,850.00 | 6 | 86,800.00 | 77,610.00 |
| EOL II: | | | | | | |
| Direct | 20 | 227,950.00 | 227,950.00 | 73 | 878,750.00 | 878,750.00 |
| Participation | 1 | 20,000.00 | 18,000.00 | 6 | 90,500.00 | 72,900.00 |
| Guarantee | 4 | 43,700.00 | 38,675.00 | 13 | 144,532.00 | 129,324.00 |
| Displaced business loans: Direct | 0 | 0 | 0 | 1 | 115,000.00 | 115,000.00 |
| Disaster loans: | | | | | | |
| Direct | 2,796 | 8,037,325.00 | 8,042,625.01 | 7,978 | 29,512,479.00 | 29,512,479.01 |
| Participation | 2 | 29,400.00 | 22,525.00 | 3 | 29,400.00 | 22,525.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 409,500.00 | 409,500.00 | 8 | 1,723,506.00 | 1,723,506.00 |
| Guarantee | 2 | 158,375.00 | 142,537.50 | 2 | 158,375.00 | 142,537.50 |
| **UTAH** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 112,500.00 | 112,500.00 | 10 | 293,500.00 | 293,500.00 |
| Participation | 5 | 371,200.00 | 288,450.00 | 11 | 743,200.00 | 589,950.00 |
| Guarantee | 15 | 1,305,800.00 | 1,151,620.00 | 30 | 2,204,300.00 | 1,940,570.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 46,500.00 | 46,500.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 56,000.00 | 56,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 5 | 148,660.00 | 140,660.00 |
| Participation | 6 | 194,500.00 | 127,650.00 | 21 | 1,527,500.00 | 1,110,570.00 |
| Guarantee | 5 | 340,800.00 | 305,100.00 | 24 | 1,446,680.00 | 1,225,565.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 8,500.00 | 8,500.00 | 4 | 25,000.00 | 25,000.00 |
| EOL II: | | | | | | |
| Direct | 3 | 40,000.00 | 40,000.00 | 3 | 40,000.00 | 40,000.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 25,000.00 |
| **ADDITIONAL** | | | | | | |
| Business loans: Guarantee | 1 | 40,000.00 | 30,000.00 | 1 | 40,000.00 | 30,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 120,500.00 | 120,500.00 | 15 | 442,160.00 | 434,160.00 |
| Participation | 11 | 565,700.00 | 416,100.00 | 32 | 2,270,700.00 | 1,700,520.00 |
| Guarantee | 21 | 1,686,600.00 | 1,486,720.00 | 55 | 3,690,980.00 | 3,196,135.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 8,500.00 | 8,500.00 | 5 | 40,000.00 | 40,000.00 |
| EOL II: | | | | | | |
| Direct | 3 | 40,000.00 | 40,000.00 | 6 | 86,500.00 | 86,500.00 |
| Participation | 0 | 0 | 0 | 1 | 50,000.00 | 25,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 56,000.00 | 56,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **VERMONT** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 11 | 272,000.00 | 272,000.00 |
| Participation | 10 | 360,500.00 | 266,925.00 | 26 | 936,700.00 | 717,745.00 |
| Guarantee | 4 | 170,000.00 | 138,700.00 | 12 | 724,000.00 | 594,420.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 8,500.00 | 8,500.00 |
| Participation | 1 | 9,500.00 | 7,125.00 | 1 | 9,500.00 | 7,125.00 |
| EOL II: Participation | 0 | 0 | 0 | 1 | 22,000.00 | 19,800.00 |
| **VIRGINIA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 3,500.00 | 3,500.00 | 5 | 99,000.00 | 99,000.00 |
| Participation | 2 | 180,000.00 | 110,000.00 | 14 | 888,000.00 | 657,430.00 |
| Guarantee | 1 | 75,000.00 | 50,000.00 | 1 | 75,000.00 | 50,000.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 3 | 28,500.00 | 28,500.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 124,000.00 | 124,000.00 | 2 | 244,000.00 | 244,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 39,700.00 | 39,700.00 | 5 | 139,700.00 | 134,700.00 |
| Participation | 1 | 36,000.00 | 18,000.00 | 9 | 661,000.00 | 547,020.00 |
| Guarantee | 2 | 125,000.00 | 99,000.00 | 6 | 885,000.00 | 577,749.65 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,500.00 | 2,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 16,800.00 | 16,800.00 |
| Displaced business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 503,000.00 | 503,000.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 4 | 93,000.00 | 93,000.00 |
| Participation | 5 | 187,000.00 | 145,250.00 | 10 | 682,000.00 | 489,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 1,200.00 | 1,200.00 |
| Guarantee | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 5 | 64,000.00 | 64,000.00 |
| Participation | 0 | 0 | 0 | 1 | 20,000.00 | 15,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 21,500.00 | 21,500.00 | 4 | 56,500.00 | 56,500.00 |
| Participation | 2 | 103,000.00 | 86,700.00 | 7 | 772,000.00 | 544,850.00 |
| Guarantee | 1 | 40,000.00 | 30,000.00 | 1 | 40,000.00 | 30,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 1 | 3,800.00 | 3,800.00 | 1 | 3,800.00 | 3,800.00 |
| Developme tcompany loans: | | | | | | |
| Direct | 1 | 105,900.00 | 105,900.00 | 1 | 105,900.00 | 105,900.00 |
| Participation | 2 | 213,500.00 | 192,150.00 | 2 | 213,500.00 | 192,150.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **VIRGINIA—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 3 | 460,000.00 | 295,000.00 | 11 | 940,000.00 | 641,307.00 |
| Guarantee | 3 | 124,000.00 | 96,200.00 | 4 | 479,000.00 | 362,450.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Guarantee | 1 | 10,000.00 | 7,500.00 | 1 | 10,000.00 | 7,500.00 |
| EOL II: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 3,500.00 | 3,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 2,400.00 | 2,400.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 2 | 180,100.00 | 180,100.00 |
| Participation | 1 | 76,300.00 | 68,670.00 | 1 | 76,300.00 | 68,670.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 9,000.00 | 9,000.00 |
| Participation | 4 | 390,000.00 | 251,750.00 | 7 | 525,000.00 | 344,170.00 |
| Guarantee | 2 | 97,000.00 | 78,750.00 | 3 | 107,000.00 | 87,750.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 35,000.00 | 35,000.00 | 1 | 35,000.00 | 35,000.00 |
| Participation | 6 | 549,000.00 | 374,750.00 | 30 | 1,972,100.00 | 1,415,495.00 |
| Guarantee | 2 | 45,500.00 | 66,000.00 | 5 | 460,500.00 | 346,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 4,000.00 | 4,000.00 | 1 | 4,000.00 | 4,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 24,000.00 | 24,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 19,000.00 | 19,000.00 | 4 | 57,000.00 | 57,000.00 |
| Participation | 0 | 0 | 0 | 8 | 685,000.00 | 455,200.00 |
| Guarantee | 2 | 334,000.00 | 242,800.00 | 3 | 355,000.00 | 255,190.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 3 | 31,000.00 | 31,000.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 394,200.00 | 346,896.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 96,000.00 | 48,000.00 | 10 | 395,500.00 | 285,800.00 |
| Guarantee | 0 | 0 | 0 | 1 | 150,000.00 | 75,000.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| **10th CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 25,000.00 | 25,000.00 | 7 | 114,000.00 | 114,000.00 |
| Participation | 6 | 576,000.00 | 243,000.00 | 8 | 796,000.00 | 358,000.00 |
| Guarantee | 1 | 15,000.00 | 13,500.00 | 2 | 215,000.00 | 193,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 3 | 17,000.00 | 17,000.00 |
| Disolaced business loans: | | | | | | |
| Direct | 1 | 320,000.00 | 320,000.00 | 1 | 320,000.00 | 320,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **VIRGINIA—Continued** | | | | | | |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 11 | 168,700.00 | 168,700.00 | 42 | 875,200.00 | 870,200.00 |
| Participation | 40 | 2,937,500.00 | 1,839,375.00 | 140 | 9,253,300.00 | 6,456,767.00 |
| Guarantee | 18 | 934,500.00 | 682,950.00 | 38 | 3,460,500.00 | 2,572,559.65 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 1 | 4,000.00 | 4,000.00 | 6 | 36,200.00 | 36,200.00 |
| Participation | 1 | 9,500.00 | 7,125.00 | 1 | 9,500.00 | 7,125.00 |
| Guarantee | 2 | 15,000.00 | 12,500.00 | 2 | 15,000.00 | 12,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 3,800.00 | 3,800.00 | 22 | 193,600.00 | 193,600.00 |
| Participation | 0 | 0 | 0 | 2 | 42,000.00 | 34,800.00 |
| Guarantee | 0 | 0 | 0 | 1 | 2,400.00 | 2,400.00 |
| Displaced business loans: | | | | | | |
| Direct | 2 | 444,000.00 | 444,000.00 | 5 | 1,067,000.00 | 1,067,000.00 |
| Development company loans: | | | | | | |
| Direct | 2 | 115,900.00 | 115,900.00 | 3 | 286,000.00 | 286,000.00 |
| Participation | 3 | 289,800.00 | 260,820.00 | 4 | 684,000.00 | 607,716.00 |
| **WASHINGTON** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 39,900.00 | 39,900.00 | 10 | 143,500.00 | 143,500.00 |
| Participation | 0 | 1,000.00 | 750.00 | 8 | 341,500.00 | 291,025.00 |
| Guarantee | 9 | 739,500.00 | 634,920.00 | 14 | 903,500.00 | 771,270.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 12,000.00 | 12,000.00 | 1 | 12,000.00 | 12,000.00 |
| EOL II: Direct | 2 | 12,700.00 | 12,700.00 | 2 | 12,700.00 | 12,700.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 72,300.00 | 72,300.00 | 6 | 279,300.00 | 279,300.00 |
| Participation | 4 | 215,000.00 | 193,500.00 | 11 | 542,800.00 | 484,545.00 |
| Guarantee | 6 | 973,000.00 | 810,750.00 | 9 | 1,338,000.00 | 1,125,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 2 | 10,000.00 | 10,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 17,000.00 | 17,000.00 | 1 | 17,000.00 | 17,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 14,500.00 | 13,050.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 10 | 347,080.00 | 347,080.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 60,000.00 | 60,000.00 | 6 | 319,500.00 | 319,500.00 |
| Participation | 1 | 60,000.00 | 54,000.00 | 3 | 204,000.00 | 183,600.00 |
| Guarantee | 0 | 0 | 0 | 3 | 725,000.00 | 615,000.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 17,000.00 | 17,000.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 9 | 252,000.00 | 252,000.00 |
| Participation | 4 | 258,000.00 | 217,200.00 | 9 | 605,000.00 | 523,050.00 |
| Guarantee | 7 | 643,500.00 | 494,620.00 | 17 | 1,088,000.00 | 834,745.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 2 | 8,000.00 | 8,000.00 | 2 | 8,000.00 | 8,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 6,000.00 | 6,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **WASHINGTON—Continued** | | | | | | |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 59,396.00 | 59,396.00 | 6 | 126,296.00 | 125,556.00 |
| Participation | 3 | 180,500.00 | 100,400.00 | 15 | 869,500.00 | 629,345.00 |
| Guarantee | 1 | 16,500.00 | 14,850.00 | 6 | 335,500.00 | 292,560.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 14,500.00 | 14,500.00 | 2 | 224,500.00 | 224,500.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 60,000.00 | 60,000.00 | 2 | 380,000.00 | 380,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 3 | 57,400.00 | 57,400.00 | 8 | 135,400.00 | 135,400.00 |
| Participation | 1 | 85,000.00 | 76,500.00 | 4 | 210,000.00 | 180,000.00 |
| Guarantee | 3 | 671,400.00 | 582,200.00 | 7 | 1,346,400.00 | 1,163,450.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 25,000.00 | 25,000.00 | 1 | 25,000.00 | 25,000.00 |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 7 | 252,000.00 | 252,000.00 |
| Participation | 1 | 50,000.00 | 45,000.00 | 7 | 427,000.00 | 384,300.00 |
| Guarantee | 1 | 50,000.00 | 45,000.00 | 11 | 505,500.00 | 432,450.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 5,000.00 | 5,000.00 | 2 | 12,000.00 | 12,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 6,000.00 | 6,000.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 148,000.00 | 148,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 11 | 296,996.00 | 296,996.00 | 52 | 1,507,996.00 | 1,507,256.00 |
| Participation | 14 | 849,500.00 | 687,350.00 | 57 | 3,199,800.00 | 2,675,865.00 |
| Guarantee | 27 | 3,093,900.00 | 2,582,340.00 | 67 | 6,241,900.00 | 5,234,475.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 4 | 25,000.00 | 25,000.00 | 7 | 42,000.00 | 42,000.00 |
| EOL II: | | | | | | |
| Direct | 4 | 54,700.00 | 54,700.00 | 8 | 83,700.00 | 83,700.00 |
| Guarantee | 0 | 0 | 0 | 1 | 14,500.00 | 13,050.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 14,500.00 | 14,500.00 | 2 | 224,500.00 | 224,500.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 60,000.00 | 60,000.00 | 13 | 875,080.00 | 875,080.00 |
| **WEST VIRGINIA** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 50,000.00 | 50,000.00 | 5 | 92,000.00 | 92,000.00 |
| Participation | 0 | 0 | 0 | 8 | 464,040.00 | 350,136.00 |
| Guarantee | 1 | 200,000.00 | 18,00.00 | 4 | 1,485,000.00 | 1,176,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 3 | 27,700.00 | 27,700.00 | 7 | 51,700.00 | 51,700.00 |
| Guarantee | 1 | 10,500.00 | 9,450.00 | 1 | 10,500.00 | 9,450.00 |
| EOL II: | | | | | | |
| Direct | 5 | 65,500.00 | 65,500.00 | 8 | 99,000.00 | 99,000.00 |
| Guarantee | 1 | 12,000.00 | 10,800.00 | 1 | 12,000.00 | 10,800.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 10,000.00 | 10,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 297,500.00 | 297,500.00 | 1 | 297,500.00 | 297,500.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **WEST VIRGINIA—Continued** | | | | | | |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 55,000.00 | 55,000.00 |
| Participation | 4 | 313,000.00 | 213,500.00 | 8 | 585,000.00 | 429,000.00 |
| Guarantee | 4 | 177,000.00 | 146,100.00 | 5 | 277,000.00 | 236,100.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 9,000.00 | 9,000.00 |
| EOL II: Direct | 2 | 33,500.00 | 33,500.00 | 5 | 93,000.00 | 93,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 500.00 | 500.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 8,000.00 | 8,000.00 | 2 | 58,000.00 | 58,000.00 |
| Participation | 3 | 225,000.00 | 135,000.00 | 6 | 420,000.00 | 300,000.00 |
| Guarantee | 1 | 250,000.00 | 132,500.00 | 4 | 331,500.00 | 205,850.00 |
| Economic opportunity loans, EOL II: Direct | 1 | 9,500.00 | 9,500.00 | 4 | 41,000.00 | 41,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 25,500.00 | 25,500.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Participation | 2 | 300,000.00 | 212,500.00 | 10 | 811,000.00 | 577,300.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 15,000.00 | 15,000.00 | 2 | 25,000.00 | 25,000.00 |
| EOL II: | | | | | | |
| Direct | 1 | 20,000.00 | 20,000.00 | 6 | 78,500.00 | 78,500.00 |
| Participation | 1 | 10,000.00 | 9,000.00 | 1 | 10,000.00 | 9,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 1 | 21,300.00 | 21,300.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 60,000.00 | 60,000.00 |
| Participation | 1 | 15,000.00 | 13,500.00 | 2 | 25,000.00 | 22,500.00 |
| Guarantee | 0 | 135,000.00 | 99,000.00 | 1 | 150,000.00 | 112,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 15,000.00 | 15,000.00 |
| EOL II: Direct | 3 | 59,000.00 | 59,000.00 | 7 | 155,000.00 | 155,000.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 58,000.00 | 58,000.00 | 11 | 265,000.00 | 265,000.00 |
| Participation | 10 | 855,000.00 | 574,500.00 | 34 | 2,305,040.00 | 1,678,936.00 |
| Guarantee | 6 | 762,000.00 | 557,600.00 | 14 | 2,243,500.00 | 1,730,950.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 4 | 42,700.00 | 42,700.00 | 11 | 100,700.00 | 100,700.00 |
| Guarantee | 1 | 10,500.00 | 9,450.00 | 1 | 10,500.00 | 9,450.00 |
| EOL II: | | | | | | |
| Direct | 12 | 187,500.00 | 187,500.00 | 30 | 466,500.00 | 466,500.00 |
| Participation | 1 | 10,000.00 | 9,000.00 | 1 | 10,000.00 | 9,000.00 |
| Guarantee | 1 | 12,000.00 | 10,800.00 | 1 | 12,000.00 | 10,800.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 4 | 57,300.00 | 57,300.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 297,500.00 | 297,500.00 | 1 | 297,500.00 | 297,500.00 |
| **WISCONSIN** | | | | | | |
| **UNIDENTIFIED CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: Guarantee | | | | 1 | 15,000.00 | 11,250.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **WISCONSIN—Continued** | | | | | | |
| **1ST CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 25,000.00 | 25,000.00 | 0 | 0 | 0 |
| Participation | 0 | 0 | 0 | 3 | 173,000.00 | 136,200.00 |
| Guarantee | 2 | 129,000.00 | 100,000.00 | 4 | 184,000.00 | 149,500.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,500.00 | 10,500.00 | 1 | 10,500.00 | 10,500.00 |
| EOL II: Direct | 0 | 0 | 0 | 2 | 9,000.00 | 9,000.00 |
| **2D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 3,500.00 | 3,500.00 | 4 | 185,500.00 | 143,900.00 |
| Participation | 1 | 17,000.00 | 15,300.00 | 6 | 532,000.00 | 442,300.00 |
| Guarantee | 2 | 105,000.00 | 94,500.00 | 4 | 725,000.00 | 607,500.00 |
| **3D CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 75,000.00 | 63,332.00 | 7 | 339,000.00 | 264,666.00 |
| Guarantee | 0 | 0 | 0 | 5 | 244,000.00 | 176,100.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 7,000.00 | 7,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 210,000.00 | 210,000.00 | 3 | 348,360.00 | 348,360.00 |
| **4TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 5,500.00 | 5,500.00 | 1 | 5,500.00 | 5,000.00 |
| Participation | 1 | 50,000.00 | 37,500.00 | 1 | 50,000.00 | 37,500.00 |
| Guarantee | 1 | 9,000.00 | 6,000.00 | 1 | 9,000.00 | 6,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 1,000.00 | 1,000.00 |
| EOL II: Direct | 0 | 0 | 0 | 1 | 11,000.00 | 11,000.00 |
| Displaced business loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 115,000.00 | 92,000.00 |
| **5TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 32,500.00 | 32,500.00 | 3 | 38,500.00 | 38,500.00 |
| Participation | 1 | 55,000.00 | 49,500.00 | 5 | 450,000.00 | 409,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 4 | 24,000.00 | 24,000.00 |
| EOL II: Direct | 1 | 8,500.00 | 8,500.00 | 9 | 86,000.00 | 86,000.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 1,300,000.00 | 1,300,000.00 | 1 | 1,300,000.00 | 1,300,000.00 |
| **6TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 1 | 2,500.00 | 2,500.00 |
| Participation | 0 | 0 | 0 | 3 | 370,000.00 | 276,500.00 |
| Guarantee | 6 | 254,000.00 | 228,000.00 | 7 | 269,000.00 | 241,500.00 |
| Economic opportunity loans, EOL II: Guarantee | 1 | 5,000.00 | 5,000.00 | 1 | 5,000.00 | 5,000.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **WISCONSIN—Continued** | | | | | | |
| **7TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 3 | 90,000.00 | 90,000.00 |
| Participation | 1 | 39,000.00 | 35,100.00 | 4 | 99,000.00 | 87,600.00 |
| Guarantee | 0 | 0 | 0 | 2 | 370,000.00 | 280,500.00 |
| Economic opportunity loans, EOL II: Direct | 0 | 0 | 0 | 1 | 5,000.00 | 5,000.00 |
| Development company loans: Participation | 0 | 0 | 0 | 1 | 100,000.00 | 90,000.00 |
| **8TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 2 | 423,000.00 | 285,660.00 | 8 | 703,000.00 | 518,160.00 |
| Guarantee | 1 | 60,000.00 | 54,000.00 | 4 | 330,000.00 | 262,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 12,500.00 | 12,500.00 |
| EOL II: Participation | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Development company loans: | | | | | | |
| Direct | 0 | 0 | 0 | 0 | 12,500.00 | 12,500.00 |
| Participation | 0 | 0 | 0 | 1 | 105,000.00 | 94,500.00 |
| **9TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 10,000.00 | 10,000.00 | 2 | 14,000.00 | 14,000.00 |
| Participation | 0 | 0 | 0 | 1 | 80,000.00 | 60,000.00 |
| **10TH CONGRESSIONAL DISTRICT** | | | | | | |
| Business loans: | | | | | | |
| Participation | 1 | 60,000.00 | 30,000.00 | 5 | 347,000.00 | 252,750.00 |
| Guarantee | 5 | 226,200.00 | 169,650.00 | 7 | 291,200.00 | 218,400.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 0 | 0 | 0 | 1 | 2,500.00 | 2,500.00 |
| EOL II: Guarantee | 0 | 0 | 0 | 1 | 13,000.00 | 11,700.00 |
| Development company loans: | | | | | | |
| Participation | 1 | 252,000.00 | 226,800.00 | 1 | 252,000.00 | 226,800.00 |
| **STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 4 | 26,500.00 | 26,500.00 | 14 | 336,000.00 | 294,400.00 |
| Participation | 9 | 719,000.00 | 516,392.00 | 43 | 3,143,000.00 | 2,484,676.00 |
| Guarantee | 17 | 783,200.00 | 652,150.00 | 35 | 2,437,200.00 | 1,952,750.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 10,500.00 | 10,500.00 | 8 | 50,500.00 | 50,500.00 |
| EOL II: | | | | | | |
| Direct | 1 | 8,500.00 | 8,500.00 | 13 | 111,000.00 | 111,000.00 |
| Participation | 0 | 0 | 0 | 1 | 25,000.00 | 18,750.00 |
| Guarantee | 1 | 5,000.00 | 5,000.00 | 2 | 18,000.00 | 16,700.00 |
| Displaced business loans: | | | | | | |
| Direct | 1 | 1,300,000.00 | 1,300,000.00 | 1 | 1,300,000.00 | 1,300,000.00 |
| Participation | 0 | 0 | 0 | 1 | 115,000.00 | 92,000.00 |
| Disaster loans: Direct | 0 | 0 | 0 | 2 | 7,000.00 | 7,000.00 |
| Development company loans: | | | | | | |
| Direct | 1 | 210,000.00 | 210,000.00 | 3 | 360,860.00 | 360,860.00 |
| Participation | 1 | 252,000.00 | 226,800.00 | 3 | 457,000.00 | 411,300.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **WYOMING** | | | | | | |
| **AT LARGE CONGRESSIONAL DISTRICT—STATE TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 1 | 14,000.00 | 14,000.00 | 4 | 67,000.00 | 67,000.00 |
| Participation | 10 | 614,500.00 | 412,325.00 | 32 | 2,255,200.00 | 1,596,242.50 |
| Guarantee | 10 | 510,000.00 | 420,500.00 | 31 | 1,275,100.00 | 1,018,280.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 1 | 3,300.00 | 3,300.00 | 2 | 15,300.00 | 15,300.00 |
| EOL II: | | | | | | |
| Direct | 1 | 18,000.00 | 18,000.00 | 2 | 24,700.00 | 24,700.00 |
| Guarantee | 2 | 36,500.00 | 36,500.00 | 3 | 51,500.00 | 51,500.00 |
| Disaster loans: Direct | 2 | 11,348.00 | 11,348.00 | 21 | 49,933.00 | 49,933.00 |
| Development company loans: | | | | | | |
| Participation | 0 | 0 | 0 | 1 | 220,000.00 | 220,000.00 |
| **COMMONWEALTH OF PUERTO RICO** | | | | | | |
| **PRELIMINARY** | | | | | | |
| Business loans: | | | | | | |
| Direct | 21 | 361,000.00 | 385,000.00 | 282 | 3,227,200.00 | 3,164,700.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: | | | | | | |
| Direct | 22 | 105,500.00 | 105,500.00 | 75 | 334,500.00 | 334,500.00 |
| EOL II: | | | | | | |
| Direct | 9 | 48,000.00 | 48,000.00 | 58 | 412,000.00 | 412,000.00 |
| **TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 21 | 361,000.00 | 385,000.00 | 282 | 3,227,200.00 | 3,164,700.00 |
| Participation | 49 | 1,814,000.00 | 805,750.00 | 176 | 6,489,900.00 | 3,267,225.00 |
| Guarantee | 0 | 0 | 0 | 1 | 100,000.00 | 75,000.00 |
| Economic opportunity loans: | | | | | | |
| EOL I: Direct | 22 | 105,500.00 | 105,500.00 | 76 | 337,000.00 | 337,000.00 |
| EOL II: Direct | 9 | 48,000.00 | 48,000.00 | 58 | 412,000.00 | 412,000.00 |
| **VIRGIN ISLANDS** | | | | | | |
| **TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 0 | 0 | 0 | 2 | 30,500.00 | 30,500.00 |
| Guarantee | 0 | 0 | 0 | 1 | 21,000.00 | 13,440.00 |
| **GUAM** | | | | | | |
| **PRELIMINARY** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 30,000.00 | 30,000.00 | 2 | 30,000.00 | 30,000.00 |
| Participation | 1 | 125,000.00 | 100,000.00 | 1 | 125,000.00 | 100,000.00 |
| **TOTALS** | | | | | | |
| Business loans: | | | | | | |
| Direct | 2 | 30,000.00 | 30,000.00 | 4 | 60,500.00 | 60,500.00 |
| Participation | 1 | 125,000.00 | 100,000.00 | 1 | 125,000.00 | 100,000.00 |
| Guarantee | 0 | 0 | 0 | 1 | 21,000.00 | 13,440.00 |

# SUMMARY OF SBA LOAN APPROVAL ACTIVITY—Continued

| | April–June 1968 | | | July 1967–March 1968 | | |
|---|---|---|---|---|---|---|
| | Number of loans | Total amount | SBA share amount | Number of loans | Total amount | SBA share amount |
| **GRAND TOTALS** | | | | | | |
| **Business loans:** | | | | | | |
| Direct | 413 | 8,182,369.92 | 8,220,044.92 | 2,047 | 45,512,796.78 | 45,133,519.78 |
| Participation | 695 | 43,643,801.00 | 29,567,209.40 | 2,543 | 159,547,615.00 | 112,203,462.40 |
| Guarantee | 948 | 59,076,900.00 | 47,366,577.50 | 2,439 | 157,349,175.00 | 124,711,333.95 |
| | 2,056 | 110,903,070.92 | 85,153,831.82 | 7,029 | 362,409,586.78 | 282,048,316.13 |
| **Economic opportunity loans:** | | | | | | |
| EOL I: | | | | | | |
| Direct | 229 | 1,684,140.00 | 1,678,740.00 | 849 | 6,363,541.00 | 6,356,441.00 |
| Participation | 6 | 68,500.00 | 57,035.00 | 18 | 198,950.00 | 160,585.00 |
| Guarantee | 40 | 422,900.00 | 377,240.00 | 86 | 841,400.00 | 748,895.00 |
| | 275 | 2,175,540.00 | 2,113,015.00 | 953 | 7,403,891.00 | 7,265,921.00 |
| EOL II: | | | | | | |
| Direct | 245 | 2,928,005.00 | 2,926,355.00 | 884 | 10,930,885.00 | 10,929,235.00 |
| Participation | 15 | 183,900.00 | 155,080.00 | 43 | 705,700.00 | 561,325.00 |
| Guarantee | 62 | 865,250.00 | 813,336.00 | 124 | 1,669,682.00 | 1,565,160.00 |
| | 322 | 3,977,155.00 | 3,894,771.00 | 1,051 | 13,306,267.00 | 13,055,720.00 |
| **Displaced business loans:** | | | | | | |
| Direct | 77 | 17,017,275.00 | 17,101,275.00 | 230 | 29,925,214.00 | 29,870,514.00 |
| Participation | 5 | 427,000.00 | 293,050.00 | 21 | 3,252,200.00 | 2,675,180.00 |
| Guarantee | 0 | 0 | 0 | 1 | 115,000.00 | 103,500.00 |
| | 82 | 17,444,275.00 | 17,394,325.00 | 252 | 33,292,414.00 | 32,649,194.00 |
| **Disaster loans:** | | | | | | |
| Direct | 3,441 | 20,217,641.00 | 20,224,141.01 | 12,478 | 97,924,997.00 | 97,745,929.01 |
| Participation | 14 | 430,400.00 | 340,370.00 | 25 | 1,800,570.00 | 1,659,363.00 |
| | 3,455 | 20,648,041.00 | 20,564,511.01 | 12,503 | 99,725,567.00 | 99,405,292.01 |
| **Development company loans:** | | | | | | |
| Direct | 37 | 5,359,492.00 | 5,588,312.00 | 147 | 21,277,153.00 | 21,407,193.00 |
| Participation | 25 | 5,019,056.81 | 4,262,323.00 | 81 | 16,145,427.22 | 13,672,268.00 |
| Guarantee | 5 | 500,343.00 | 488,708.70 | 30 | 1,457,705.00 | 1,389,654.50 |
| | 67 | 10,878,891.81 | 10,339,343.70 | 258 | 38,880,285.22 | 36,469,115.50 |
| SBA total | 6,257 | 166,026,973.73 | 139,459,797.53 | 22,106 | 555,018,011.00 | 470,893,558.64 |

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