

October 2019 Announcements - Update 10.1

Trainings

There's still time to register for trainings. To register for any of the classes please click [HERE](#). NOTE: The Payments+ courses are designed for lenders that already using the Payments+ modules *and/or* will be in the November conversions. Are you heading out to NADCO, OFN or NAGGL? Visit us at our booth and Ask us about Payments+!

Support email address

We have phased out our previous email addresses and are only using support@venturesgo.com. Please take note and update your records accordingly.

Financing Menu

If Project Financing is anything but 100% it will be highlighted in red.

Project Costs		Financing	Injection Payments	
+ Add				
	Source	Amount ↓	% Project	
Project Financing				
	Wells Fargo Bank, National Association Loan, 1st position Slim Shady, (619) 291-3594	\$6,750,000.00	50.00 %	
	SBA 504 Debenture 2nd position	\$5,130,000.00	38.00 %	
<input checked="" type="checkbox"/>	Equity Injection Cash - Business and Personal	\$1,755,000.00	13.00 %	
	Total Financing:	\$1,755,000.00	101.00 %	
	Total Injections:	\$1,755,000.00	13.00 %	

Project Costs		Financing	Injection Payments	
+ Add				
	Source	Amount ↓	% Project	
Project Financing				
	Wells Fargo Bank, National Association Loan, 1st position Slim Shady, (619) 291-3594	\$534,000.00	50.09 %	
	SBA 504 Debenture 2nd position	\$371,000.00	34.80 %	
<input checked="" type="checkbox"/>	Equity Injection Cash - Business and Personal	\$161,000.00	15.10 %	
	Total Financing:	\$1,066,000.00	99.99 %	
	Total Injections:	\$161,000.00	15.10 %	

Loan Analysis - Personal Financial Statements Enhancements

Personal Excess Cashflow

You can now assign an entity to your contact so that the proper Personal Excess Cashflow flows thru.

If you haven't already created your PFS:

1. Click on **Loan Analysis > Financial Statement**
2. Click on **Add**
3. Select **Analysis Type = Personal**
4. Select your **Contact** from the drop-down
5. NEW: Select your **Cashflow Entity** from the list of available entity drop-downs
6. Click on **Save**

Add Financial Statement NEW Financial Statement

Analysis Type: Personal

Contact *: Doug E. Fresh

Cashflow Entity *: - Not Set -

Prior Loan: Doug E. Fresh Enterprises LLC, Doug E. Fresh Properties, LLC

Description *: Doug E. Fresh

Save Cancel

If you have already created PFS:

1. Click on **Details** within the financial statement
2. NEW: Select your **Cashflow Entity** from the list of available entity drop-downs

Loan > Loan Analysis > Financial Statements > Doug E. Fresh

+ Add Period Manage Periods Narratives Print Export Details Save View

Spread Details

Description *: Doug E. Fresh

Cashflow Entity: Doug E. Fresh Enterprises LLC

- Not Set -

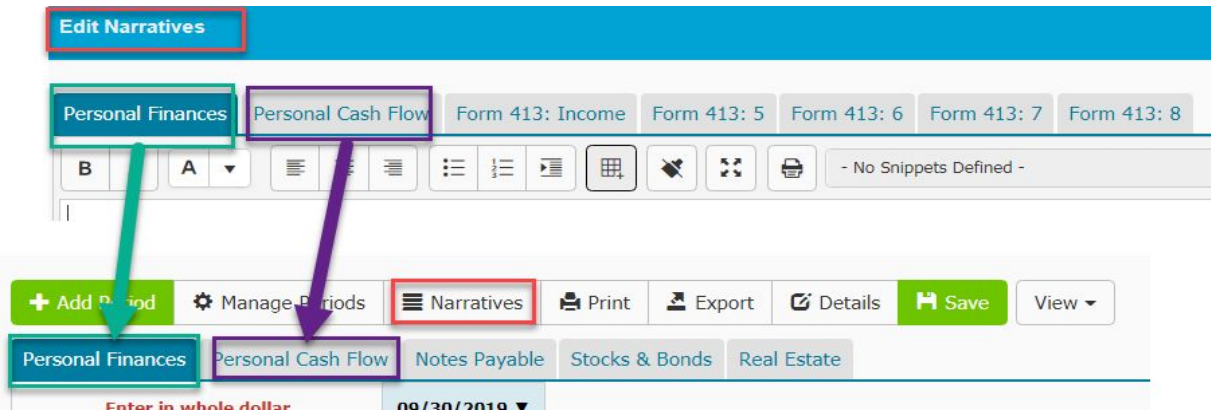
Doug E. Fresh Enterprises LLC

Doug E. Fresh Properties, LLC

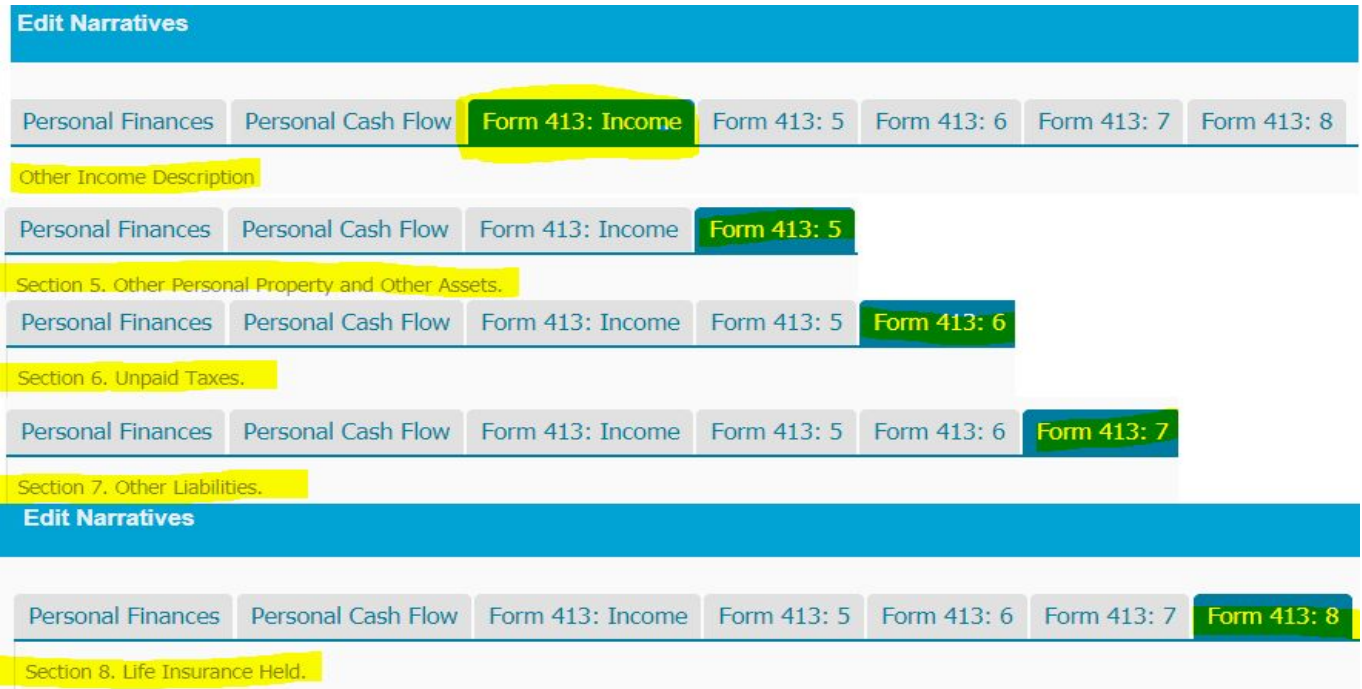
Save Cancel

Narratives

To better align with the PFS tabs, the Narrative tabs **Personal Finances** and **Personal Cash Flow** have been re-arranged.



In addition, the tabs labeled as **Form 413** now show the description of the respective SBA Form 413 titles.



Reports

A new table labeled **Loan Analysis** was added with fields that have been requested for reporting:

- Loan Analysis
 - Analysis of Government Debt
 - Conditions
 - Key Man Narrative
 - Loan ID
 - Risks
 - Strengths

ETRAN

Zip+4 entry for the Project Property Collateral address is a mandatory ETRAN requirement. To assist lenders with this validation requirement we added a new validation in the ETRAN submission screen that will appear *only* if you have not entered the +4 in the Project Property Collateral record.

The screenshot shows the ETRAN submission interface. At the top, a message states: "You cannot continue until the following is corrected: Missing required field: Project Zip+4." Below this, the "General Submission Information" section is visible. On the left, a navigation menu includes "Collateral" (highlighted in blue). The main content area shows the "General" tab selected, with the "Address" section containing fields for Street, City, Zip, and Country. The "Zip" field is highlighted in yellow and contains "92106-". A red arrow points from the error message to the "Zip" field.

Partner Contacts > Referral table

We added the sam.gov hyperlink right below the **159 Agreement Required** box in the referral table.

The screenshot shows the "Add Referral" form. A red box highlights the "159 Agreement Required" box, and a red arrow points to a "sam.gov" hyperlink located below it. The form includes a "Contact" search field, a "Compensation Fee Disclosure" section, and a "Log In" button. The footer contains the SAM logo and navigation links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, HELP.

504 Lenders: SLPC Credit Memo enhancement

At the request of the SLPC we have modified verbiage that appears on the SLPC memo labeled **Summary of Related Non-Affiliates** to read as follows: *Account for all business in which any owner with control of the borrowing entity and/or operating company holds an ownership interest.*

8.5. Summary of Related Non-Affiliates

Account for all businesses in which any owner with control of the borrowing entity and/or operating company holds an ownership interest.

New Statement

Company Name	Nature of Business	TIN	Individual	% Owned	Affiliate Status
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10.5. Summary of Related Non-Affiliates

Statement as it read previously

Account for all businesses in which any 20% owner or guarantor holds an ownership interest.

Company Name	Nature of Business	TIN	Individual	% Owned	Affiliate Status
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*****The information below was sent 10/01/2019*****

Ventures Training

The month of October is full of Ventures Foundation training (webinar series). To register for any of the classes please click [HERE](#). NOTE: The Payments+ courses are designed for lenders that already using the Payments+ modules and/or will be in the November conversions.

504 Lenders - 504 Fees effective 10/01/2019

On the evening of September 30, 2019 Ventures deployed code to update the *default* Organization with updated 504 Fees for this fiscal year beginning October 1, 2019. In addition to updating the *default* Organization Ventures updated the fee for the following loans on your platform:

- 504 Loans enrolled on or after 10/01/2019 will reflect the updated fees; and
- 504 Loans in PROSPECT or OPEN status will be updated with the new fee.

The screenshot shows the 'Edit Organization' interface with the 'Fees' tab selected. It displays various fee categories and their values, with a callout box providing details on the effective dates and rates for 504 loans.

Fee & Amount Defaults

Reserve Fee %	0.5000 %
Processing Fee %	0.6420 %
Closing Fee Amount	\$2,500.00

Underwriter Fees

10 Year (504)	0.3750 %
25 year (504)	0.4000 %

Servicing Fees

Allow Servicing Fees to Be Modified

SBA Fee (504)	0.3680 %	10/01: .3205%
SBA Fee (7a)	0.5500 %	
SBA Fee (504) Debt refinance without expansion	0.3950 %	10/01: .3220%
CDC Fee (504)	0.6250 %	
CDC Fee (7a)	0.5000 %	
CSA Fee	0.1000 %	

For all 504 loans, the following fees are effective for loans approved October 1, 2019 through September 30, 2020: Control #5000-19017

For 504 loans (other than loans made under the 504 Debt Refinance without Expansion Program) approved in FY2020:

- 1) The upfront guaranty fee will be 0.50% (50 basis points).
- 2) The annual service fee will be 0.3205% (32.05 basis points) of the outstanding balance of the loan.

For 504 loans approved in FY2020 under the 504 Debt Refinance without Expansion Program:

- 1) The upfront guaranty fee will be 0.50% (50 basis points).
- 2) The annual service fee will be 0.3205% plus 0.0015%, for a total of 0.3220% (32.05 basis points plus 0.15 basis points) of the outstanding balance of the loan.

7a Lenders - 7a Fees effective 10/01/2019-11/21/2019

On September 30, 2019 SBA Information Notice (attached) was released indicating the 7a Fees for the period of 10/01/2019 - November 21, 2019. The HubZone and Fee Relief fees were not included so Ventures has removed that calculation for those types of loans if approved on or after October 1, 2019.



SBA Information Notice

TO: All SBA Employees and 7(a) Lenders

CONTROL NO.: 5000-19021

SUBJECT: 7(a) Fees Effective for the Period
October 1, 2019 through November 21, 2019

EFFECTIVE: 10/01/2019

504 Lenders - 504 Connect Call and Lender Reminders

FYI: Ventures will be sending out some tips/reminders from the 504 Connect Call next week on functions you can perform within Ventures to satisfy some ETRAN requirements.