



Date: March 12, 2012
To: Certified Development Companies
From: Steve Van Order, DCFLLC Fiscal Agent
Subject: March 2012 SBA 504 Debenture Offering

On March 14, 2012, 591 twenty-year debentures totaling \$352,819,000 and 71 ten-year debentures totaling \$32,671,000 will be funded through the settlement of certificates guaranteed by SBA. Below are the March 6 debenture pricing details:

Sale/Sale Comparison	Treasury	Swap Spread	Spread	Rate	T plus
2012-20C (03/06/12)	1.940%	+8.25 BP	48.75 BP	2.51%	57.0 BP
2012-20B (02/07/12)	1.954%	+11.00 BP	56.60 BP	2.63%	67.6 BP
Change	-1.4 BP	-2.75 BP	-7.85 BP	-12 BP	-10.6 BP

Sale/Sale Comparison	Treasury	Swap Spread	Spread	Rate	T plus
2012-10B (03/06/12)	0.820%	+26.75 BP	22.25 BP	1.31%	49.0 BP
2012-10A (01/03/12)	0.883%	+39.25 BP	30.45 BP	1.58%	69.7 BP
Change	-6.3 BP	-12.5 BP	-8.20 BP	-27 BP	-20.7 BP

- The April offering will consist of *20-year debentures*.
- The ***cutoff date*** to submit loans to Colson for this offering is **Tuesday, March 20**.
- A ***request to remove a submitted loan*** from a financing must be made through Colson Services by close of business **Thursday, March 29**. In advance of that all CDCs are required to determine “no adverse change” for each loan before submitting it to SBA.¹
- ***Pricing and pooling date*** is **Tuesday, April 3**, on which the debenture interest rates will be set and the pool legally formed and closed. Loans may not be pulled from the financing after the debenture interest rate has been set and the pool legally formed.
- The debentures will be funded on **Wednesday, April 11**.

Hello Goodbye. With the April sale your new Fiscal Agent, Frank Keane, will take the helm. I’ve known Frank for 25 years. In fact, he introduced me to the SBA 504 debenture pools when I was running bond portfolios in the mid-1990s. I strongly recommended Frank to succeed me as Fiscal Agent and am thrilled DCFLLC selected him. Frank brings a tremendous amount of

¹ Per NADCO General Counsel Jan Garlitz: SOP 50-10(5)(D), page 335, subparagraph C.6.III.A.3., all CDCs must do a “no adverse change” determination no earlier than 14 calendar days before the file is shipped by the SLPC to the SBA District Counsel and the CDC submits its closing package to that SBA District Counsel. Non-ALP CDCs must submit their determination with the financial statements to the SLPC and receive SBA’s concurrence. ALP CDCs and PCLP CDCs must document their determination with the financial statements in the Loan file.

experience and deep knowledge of the capital markets and the way things operate on the Street. You can depend on him to take good care of you and your borrowers in the markets each month. Please say hello to Frank when you see him in May.

With that, I say goodbye to you after 11 years and 133 straight debenture offerings. We've traveled a long road that included great highs and lows. By one measure, we've issued over \$38 billion debentures since my first sale in March 2001. By another measure, we worked together to fund nearly 73,000 debentures, meaning nearly 73,000 long-term fixed rate loans for US small businesses.

I thank DCFC and DCFLLC boards for their support, especially during the very tough markets, and there were a few. In particular, I thank Chris Crawford and the Funding Committee for their specific advice and support. As well, thank you SBA; there'd be zero debentures issued without your program and your guarantee. Finally, thanks to all the capital markets team members from BAML, Credit Suisse, BNYM, Colson and Bingham McCutchen. Together we chopped a lot of wood in all sorts of weather.

Best wishes to all of you in the industry, and may the credit be easy (but not too...).