# SBA

U.S. Small Business Administration



## Capital Access Financial Systems (CAFS)

Office of Capital Access

#### What is CAFS?

#### https://caweb.sba.gov/cls

- Electronic Lending Origination (E-Tran) submit loan guaranty requests
- Electronic Lending Servicing (E-Tran) update/edit existing loans
- SBA One guided path to submit loan guarantees
- 7A Connect view and export portfolio information
- Partner Information Management System (PIMS) lender information
- Lender Match referral tool for lenders and borrowers
  - Leverages internet technology to reduce the turnaround time on loan guaranty requests
  - Is integrated into your SBA software products and enables you submit electronically from your existing screens
  - Provides increased efficiency and decreased costs in the loan guaranty origination, servicing processes, and reporting



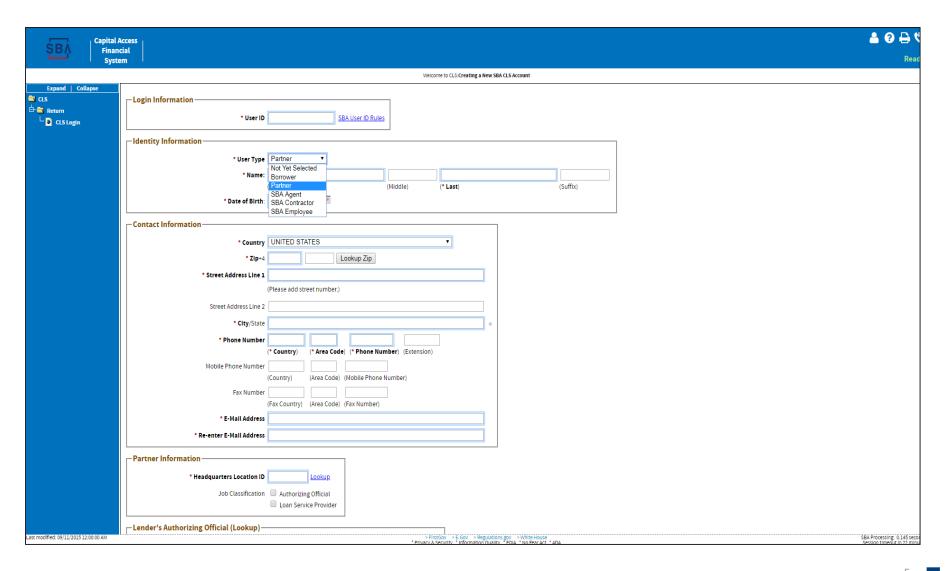
#### **Not Enrolled?**

#### https://caweb.sba.gov/cls



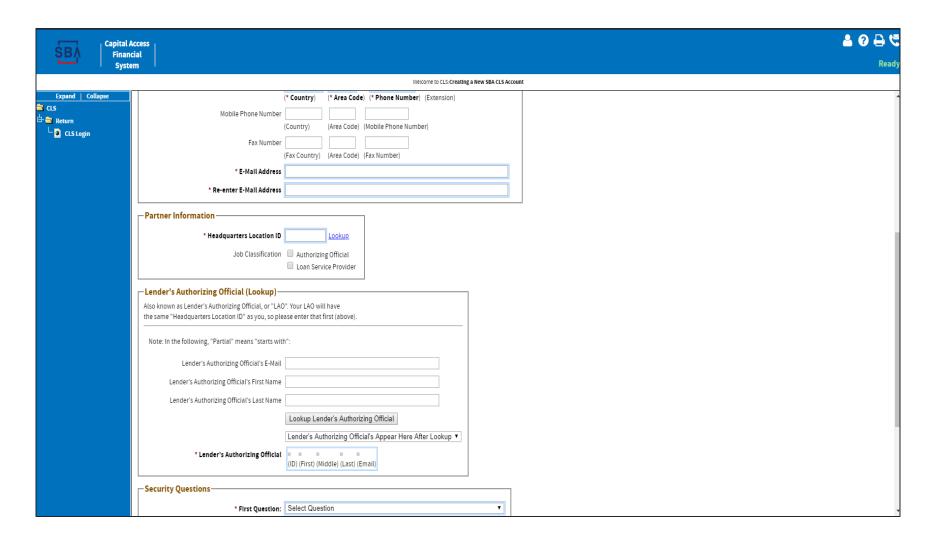


#### **Creating CAFS Account**



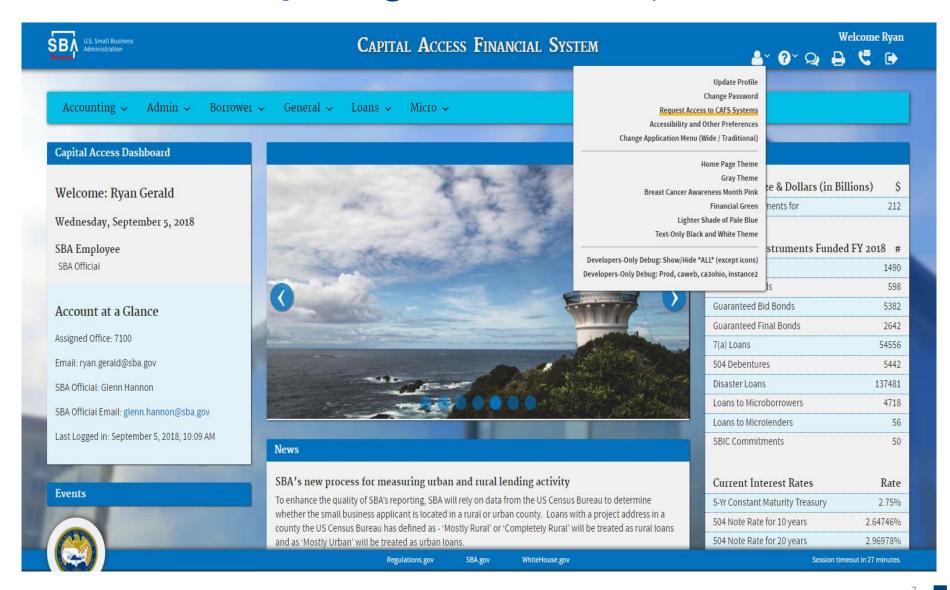


#### **Creating CAFS Account**



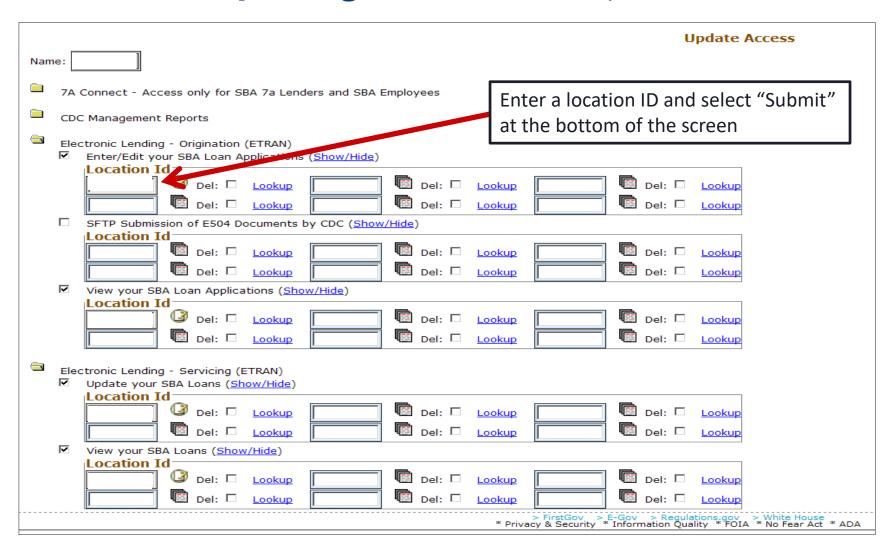


#### Requesting Access to E-Tran, etc.



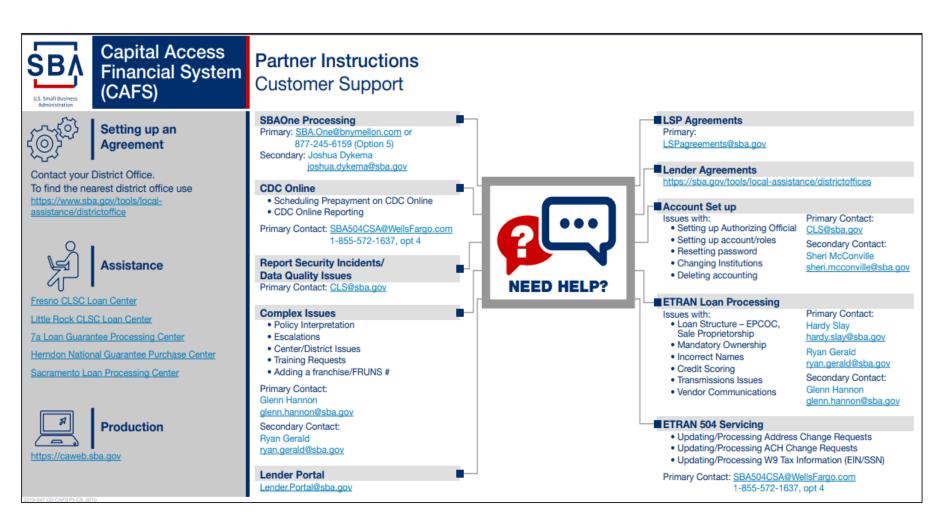


#### Requesting Access to E-Tran, etc.





#### **CAFS Customer Support**



https://caweb.sba.gov/cls/help/CAFS%20CONTACT%20FLOW%20April%202019.pdf

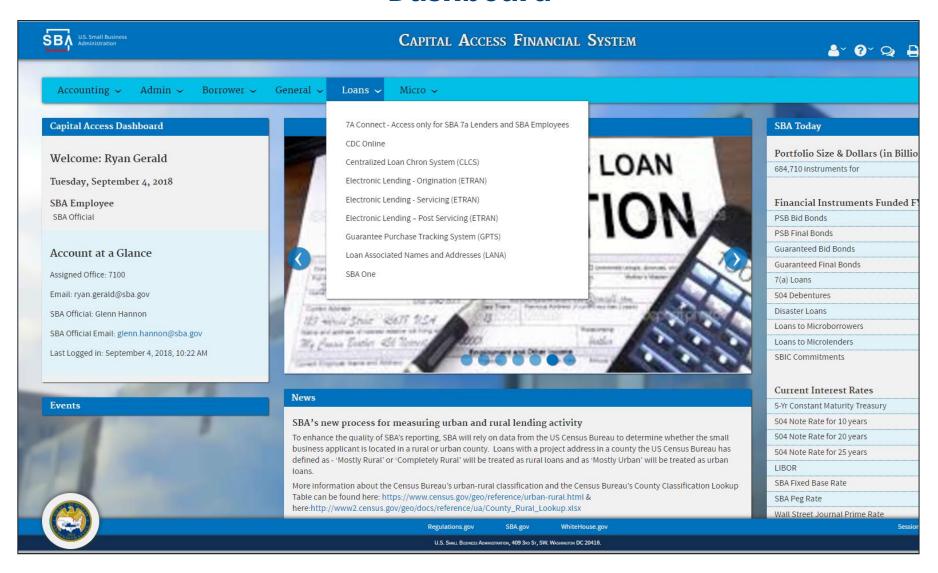




### E-Tran - Origination (Credit Scoring)

Office of Capital Access

#### **Dashboard**





#### FICO® Small Business Scoring Service (SBSS)

#### scores use commercial and consumer data to predict purchase risk

	Example Qualified Profile SBSS Score 178	Example Disqualified Profile SBSS Score 119
FICO score	782	589
# of inquiries	0	10
Average months in file	120	120
Etc.: Credit utilization	Utilization: 0. Delinquencies: 0.	Utilization: >75%. Delinquencies: 6.
% sat. trade lines	100%	55%
Time as current owner	More than 2 years	Less than 2 years
Total # suits	0	2
Etc.: Paydex, trade lines	Good paydex. 4 lines; 0 past terms.	Poor paydex. 1 line; avg. 60 days delinquent.
DDA total balance	More than \$75k	Less than \$75k
Time as current owner	More than 2 years	Less than 2 years
Principals' combined net worth	More than \$100k	Less than \$100k
Etc.: Sales, employees, industry	Sales: >\$500k. Employees: >2.	Sales: <\$500k. Employees: 0. Mining industry.
Cash-to-assets ratio	High	Low
Current ratio	100%	55%
EBIT-to-interest ratio	High	Low



Before obtaining an SBSS score you must input information about the small business borrower and small business principals into E-Tran

#### **Business Required Data**

- Business Legal Name
- Business Address
- Business Phone
- Tax ID (EIN)
- DUNS Number (Optional but highly recommended)

#### **Principal Required Data**

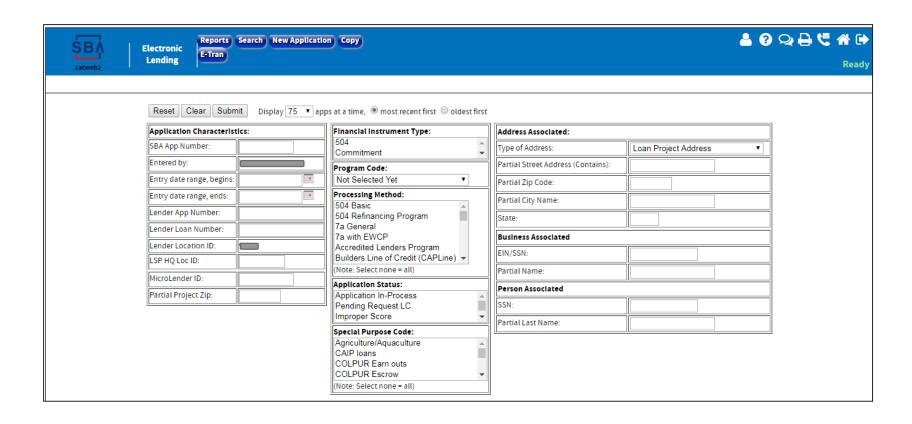
- First Name
- Last Name
- SSN
- Address
- Required for each principal owner with 20% or more equity share of the applicant small business

Once all required information is entered into E-Tran, the 'Check Credit Score' icon will appear

Note: An SBSS score can be generated by entering the above information into E-Tran (as described in the successive slides) however the loan cannot be submitted for an SBA loan number until the application is complete



#### **Search Function**



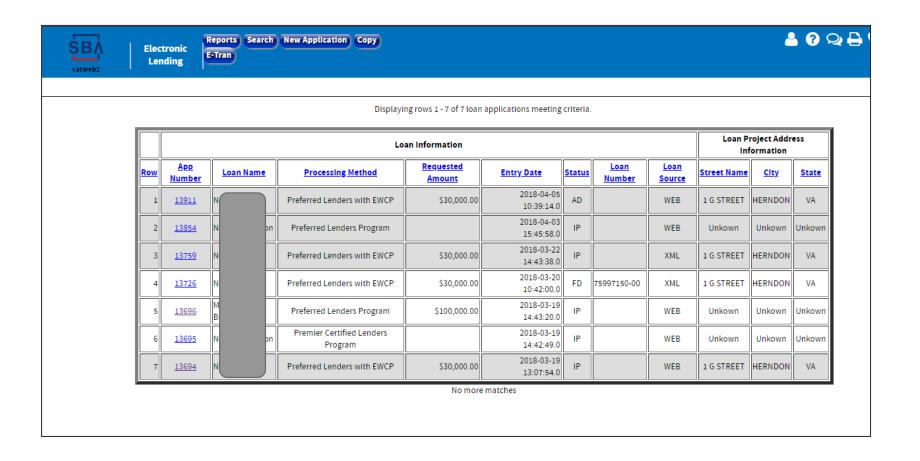
"Search" functionality allows you to:

- Find an application number
- Search by date range, processing method, status, etc.
- Enter application search criteria and select "Submit"



#### **Search Results**

#### Click on the App Number Link to display specific Loan Application





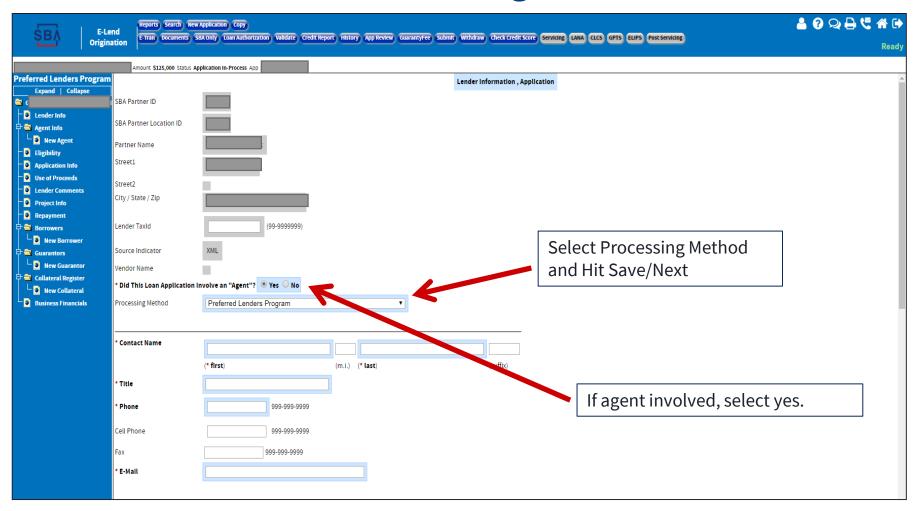
#### **Getting Started**

#### Choose "New Application"

- Choose loan processing method from the dropdown menu
  - 7(a) General (ie: Standard 7(a) loan)
  - Builders Line of Credit (CAPLine)
  - Contract Loan Line of Credit (CAPLine)
  - Export Express
  - Preferred Lenders Program
  - SBA Express Program
  - Seasonal Line of Credit (CAPLine)
  - Standard Asset Base Line of Credit (CAPLine)



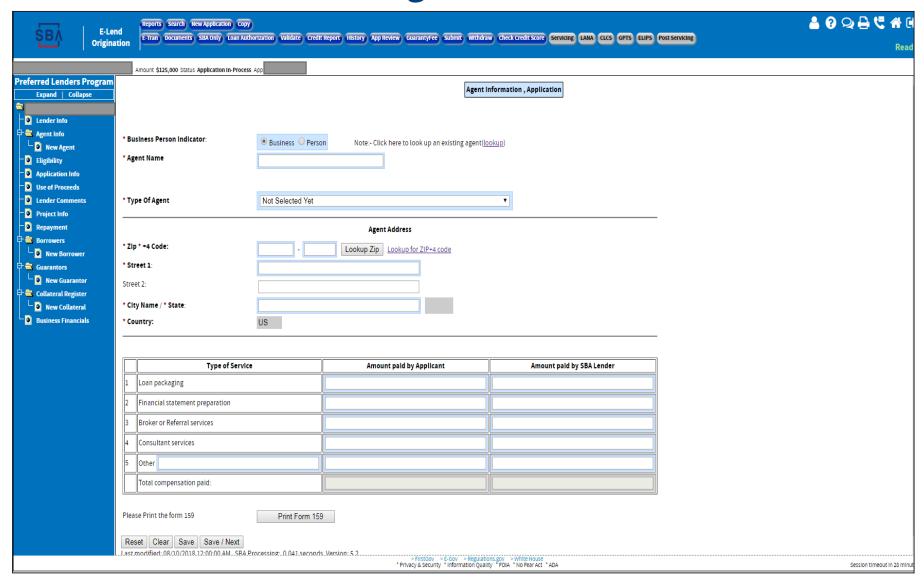
#### **Select Processing Method**





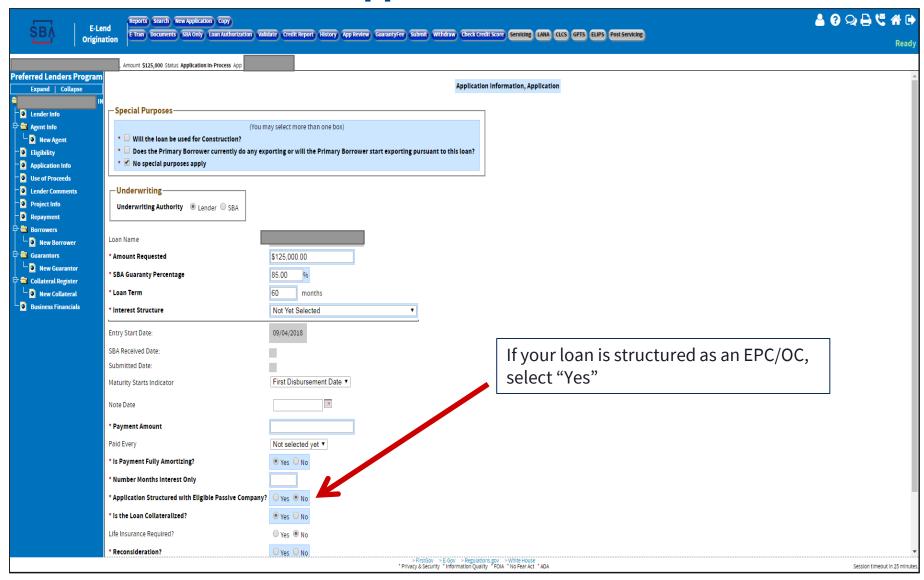
E-tran tip: Always verify your bank information when beginning a new application

#### **Agent Info**



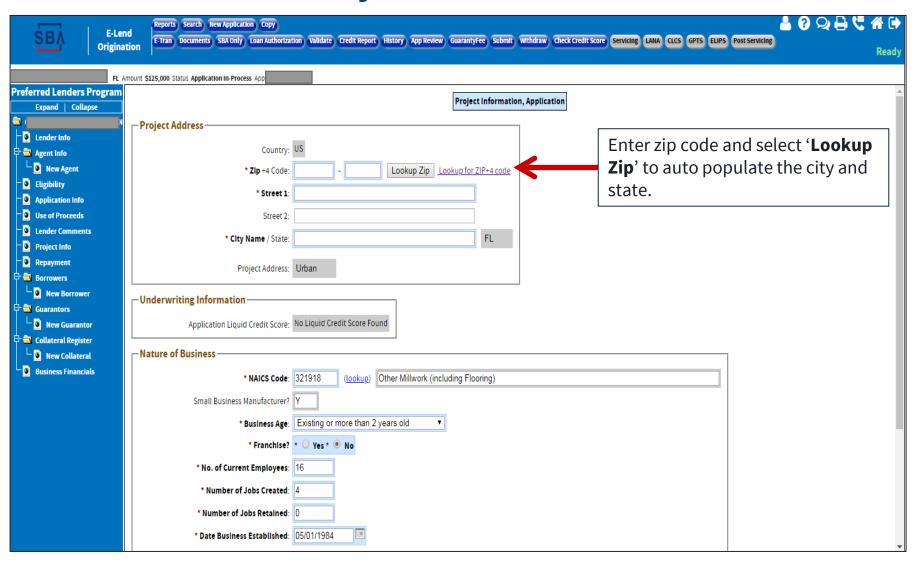


#### **Application Info**



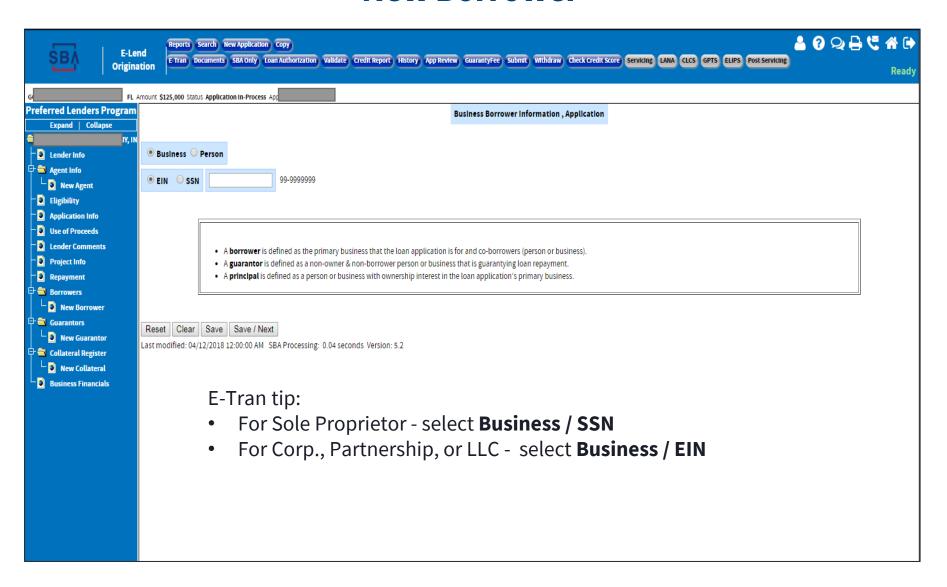


#### **Project Information**



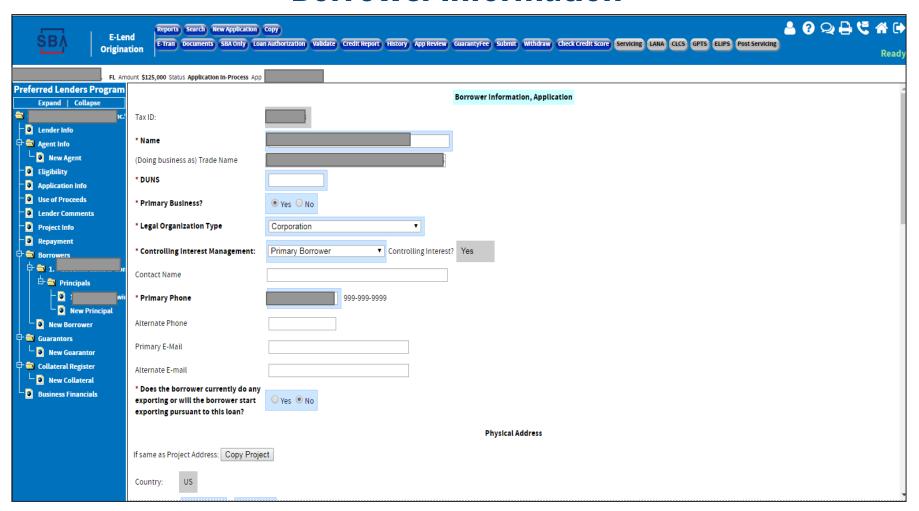


#### **New Borrower**





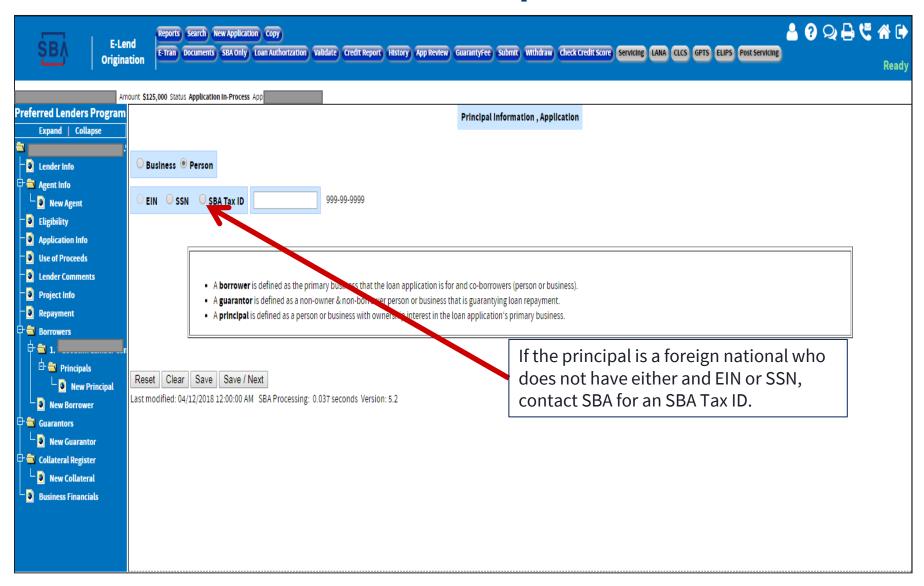
#### **Borrower Information**





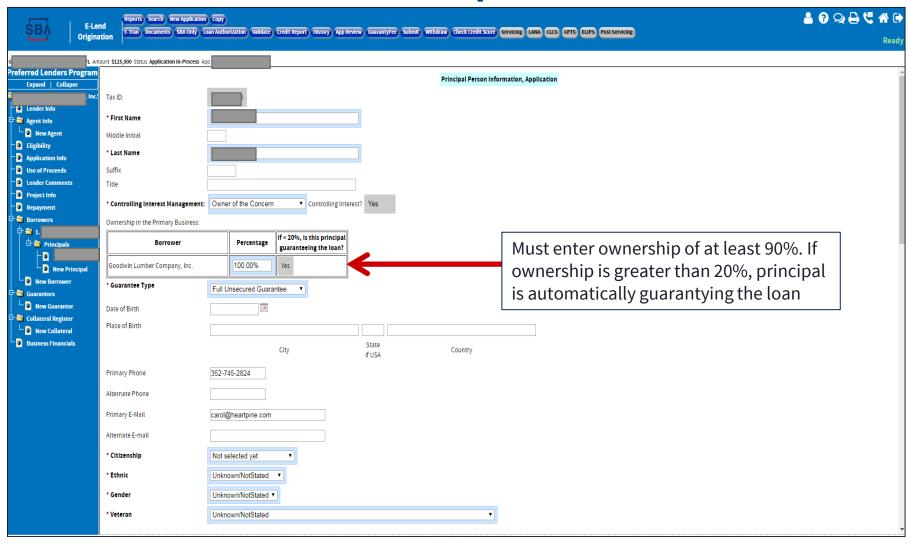
E-Tran Tip: If a Sole Proprietor enter the personal name in 'Name' box and the business name in 'Trade Name' box. Otherwise enter business name in 'Name' box

#### **New Principal**



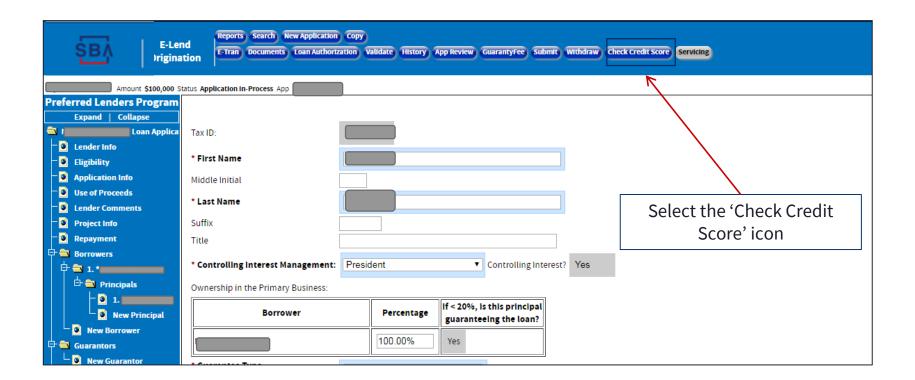


#### **Principal**

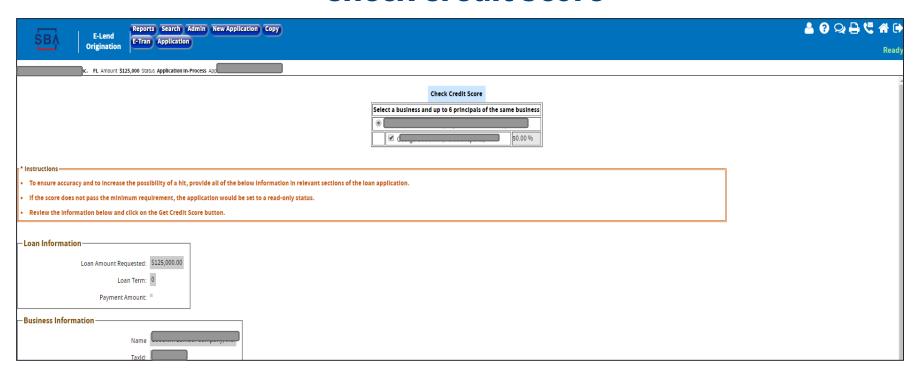




Once all required borrower business and principal information has been entered, select 'Check Credit Score'





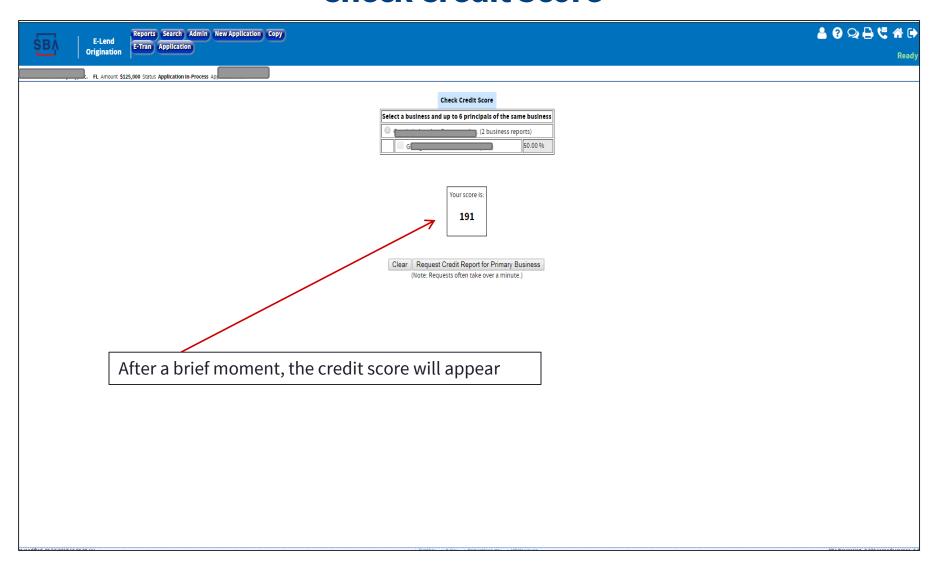


Select the business and up to six principals for scoring then click 'Request Credit Report for Primary Business' at the bottom of the page

Clear

Request Credit Report for Primary Business

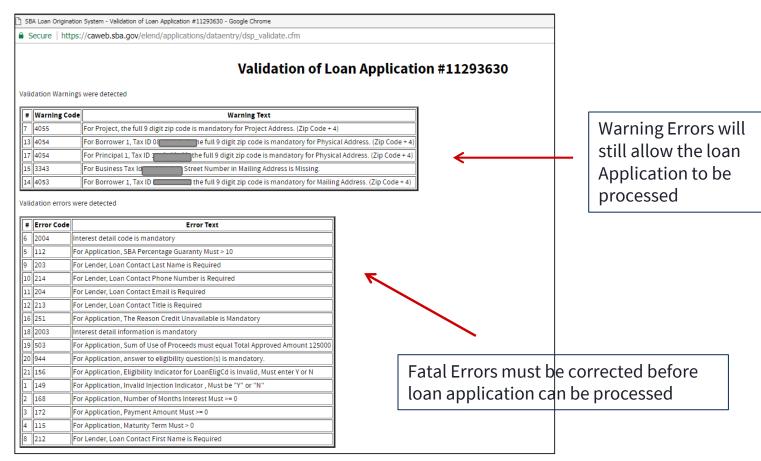






#### **Validation**

#### **Correct errors before Submitting**





#### E-Tran tip: Disregard Error Code Numbers

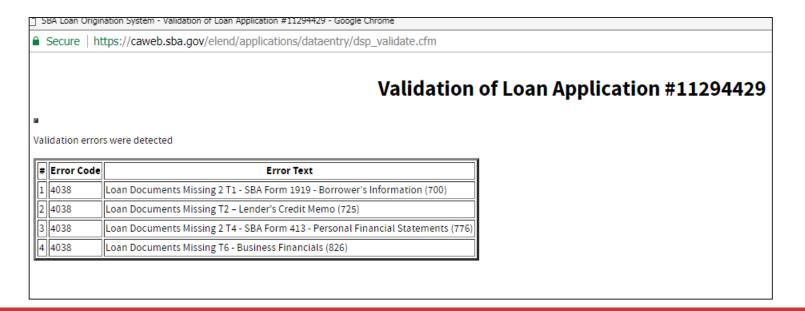
-Based on Error Text, navigate to appropriate section of the loan to correct error

#### **Document Upload**

Applications sent to the Loan Guaranty Processing Center (LGPC) require documents to be uploaded.



Validation will list the documents that are missing





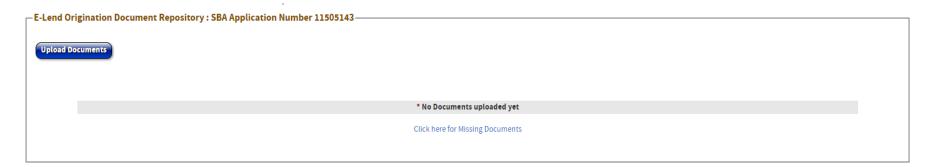
#### **Document Upload**

#### Use the E-Tran document upload tool to easily upload key loan documentation to SBA

 Access the document upload feature by selecting the "Documents" icon at the top of the screen



After clicking on Documents, the system will take you to a screen with the existing documents for that application. If you want to add additional documents, select - Upload Documents





#### **Uploading Documents – 10 Tab Origination Template**

Documents that can be labeled and uploaded using the document upload tool include:

- > 7(a) 10 Tab Origination Template
  - ➤ Tab 1 Application
  - > Tab 2 Lender's Credit Memo
  - Tab 3 Draft Authorization
  - ➤ Tab 4 Owner/Operator Personal Information
  - Tab 5 BV, Refi. Transcripts, M&E to be acquired
  - ➤ Tab 6 Application's Business Financials
  - Tab 7 Affiliate Financials
  - ➤ Tab 8 Franchise Docs & Purchase Agreements
  - Tab 9 Appraisals, Environmentals, Lease Agreements
  - ➤ Tab 10 Other Supporting Docs



#### **E-Tran Tips**

#### What Can I skip?

- ➤ Collateral screen optional
- ➤ If principal is selected as a guarantor, do not re-enter as a guarantor
- Financial Information screens are optional can be a source of many validation errors
  - Financial information may be uploaded using the "document upload" feature
- ➤ Skip it all & use the "COPY" button
  - ➤ You can use that feature to enter a companion loan, just copy the first application and modify to match the second loan's terms



- ➤ Be Patient. The first time you use E-Tran is always the hardest.
- ➤Only the Blue shaded boxes are required to be filled in.
- ➤ When entering an address, always enter the zip code first and select the grey 'Lookup Zip' button.
  - This will prepopulate the city, state and rural/urban code
  - ➤ You will get an error code if you do not do this
- ➤ When entering a Tax ID, a pre-populated name may appear
  - ➤ This means the borrower has a current or previous SBA Loan
  - ➤ This can only be cleared by SBA
  - ➤ If this information appears to be incorrect, contact your District Office with the application number and pertinent information including what name you need added to the application and we will get the issue resolved



- ➤ Use the Navigation Tree as much as possible.
  - ➤ The "Back" button on your browser will sometime boot you out.
- ➤ Use of Proceeds Screen
  - Amounts must be rounded to the nearest \$100
  - If including the guaranty fee in financing you must adjust another use of proceeds as this fee cannot be rounded up or down.

#### > Financials

- Financials are not required to be filled out in E-Tran, however they must be retained in the bank file for future audits.
- ➤ If you start filling out the Balance Sheet, it must be completed.
- ➤ The system will not accept negative Net Worth or Tangible Net Worth
- Financials can also be uploaded using the Document Upload function.
  - ➤ Please put a note in the Lender Comments screen



#### ➤ Collateral Screen

- This screen will appear only if the "Is the Loan Collateralized" question (Loan Info) is answered "Y".
- ➤Once you start filling it out, it must be completed in full
  - ➤ This screen is not required for Express and small (Under \$350k) loans. Please make a comment in the Lender Comments and document collateral in the Loan Authorization.

#### ➤ Principal Screen

- Screen must be completed for each 20% owner of the business
- ➤ At least 90% total ownership must be accounted for
  - ➤ If there are many owners with less than 20% ownership, you may need to force this screen and make a notation in Lender Comments



#### Lender Comments Screen

- Lender Comments should be brief as supporting documents can be uploaded using the Document Upload tool.
- ➤ For Example
  - > 'CAIVRS Completed 00/00/00- no records found see file'
  - ➤ 'Key Man Life insurance not required due to contingency plan with experienced employee '
  - > 'Collateral All business assets used see authorization'
  - ➤ 'Business income has been verified via a review of the IRS Tax Transcripts- see file'
  - ➢ 'Insurance requirements flood, collateral hazard insurance obtained'
  - → 'Credit elsewhere test performed'
  - ➤ 'Personal Resource Test completed no injection needed'



## **Questions?**





# E-Tran Servicing

**Office of Capital Access** 

## Unilateral servicing and liquidation actions in E-Tran

https://caweb.sba.gov/library/pdf/Unilateral\_Action\_Matrix\_7a\_Loan\_Servicing\_Liquidation\_V-14.pdf

#### Prior to Final Disbursement

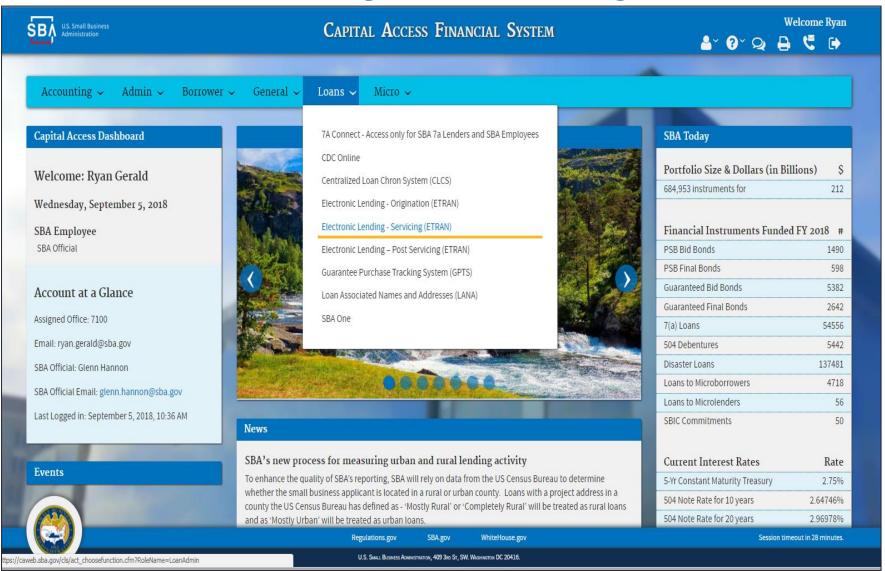
- Change Interest Rate prior to initial Disbursement
- Change Loan Maturity Date
- Change Obligor's Address
- Change Obligor's Name or Trade Name
- Cancel SBA's Guaranty prior to Initial Disbursement

#### After Final Disbursement

- Extend Maturity prior to stated maturity date for loans in Regular Servicing
- Change Obligor's address or Name of Business
- Transfer Loan to Liquidation Status
- Change a Loan to Paid in Full (PIF) status
- Change loan from Revolving to Non-revolving

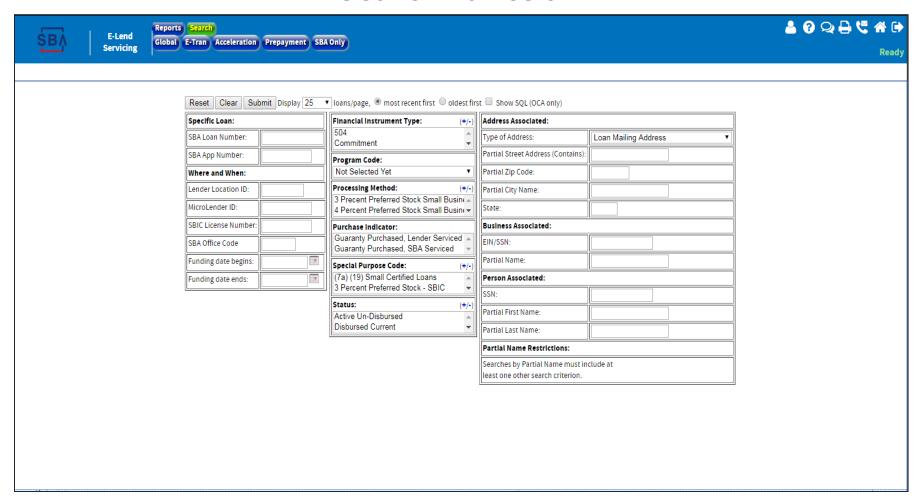


## **Accessing E-Tran Servicing**





#### **Search Function**



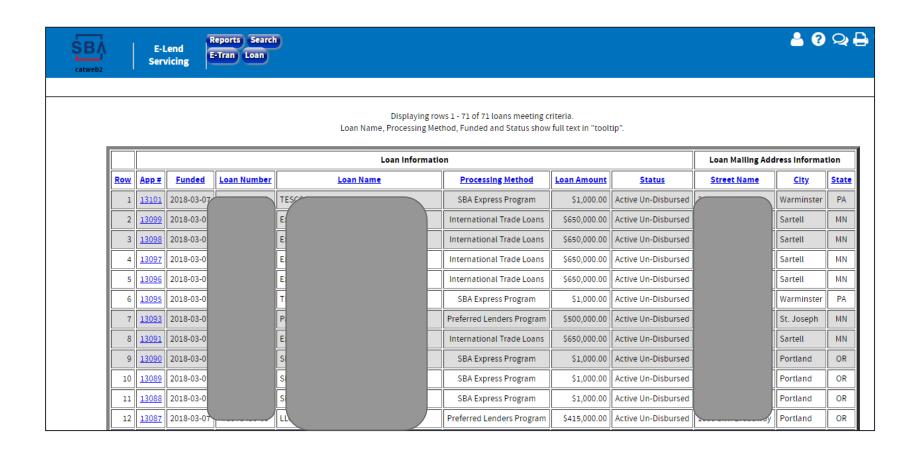
"Search" functionality allows you to:

- Find an loan using SBA loan or application number
- Search by date range, processing method, status, etc.
- Enter loan search criteria and select "Submit"



#### **Search Results**

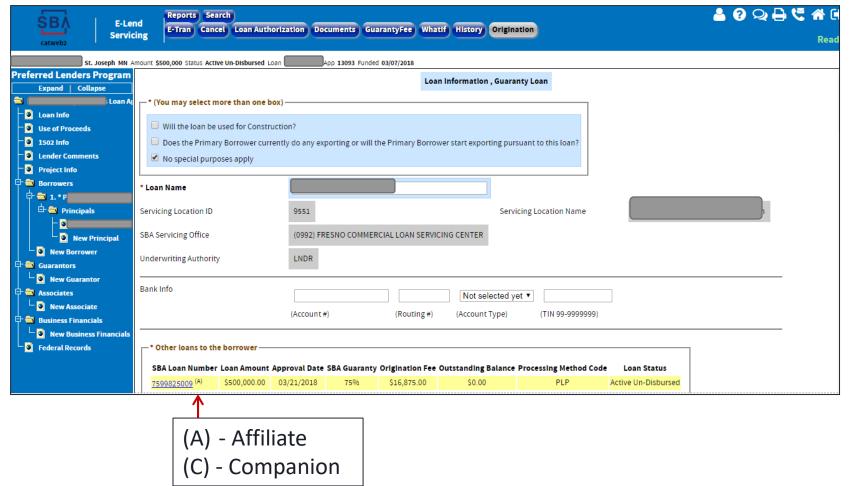
#### Click on the App# Link to display specific Loan





#### **Loan Info**

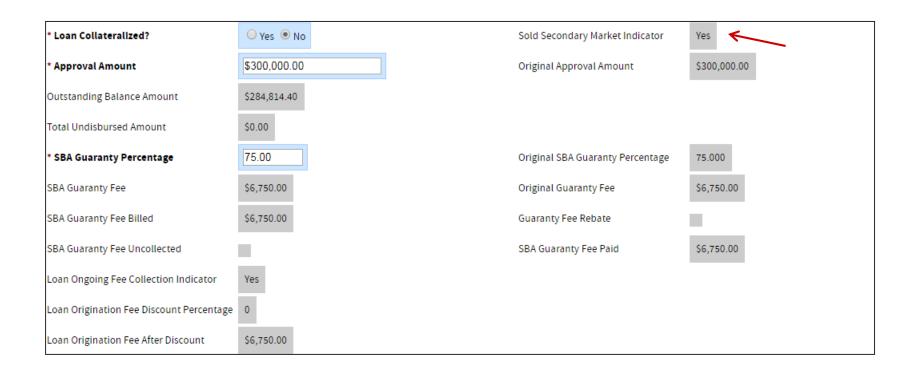
This screen displays the information from the loan application along with additional information such as companion or affiliate loans





## Loan Info, cont.

#### **SBA Guaranty Fees and Secondary Market Indicator**





## Loan Info, cont.

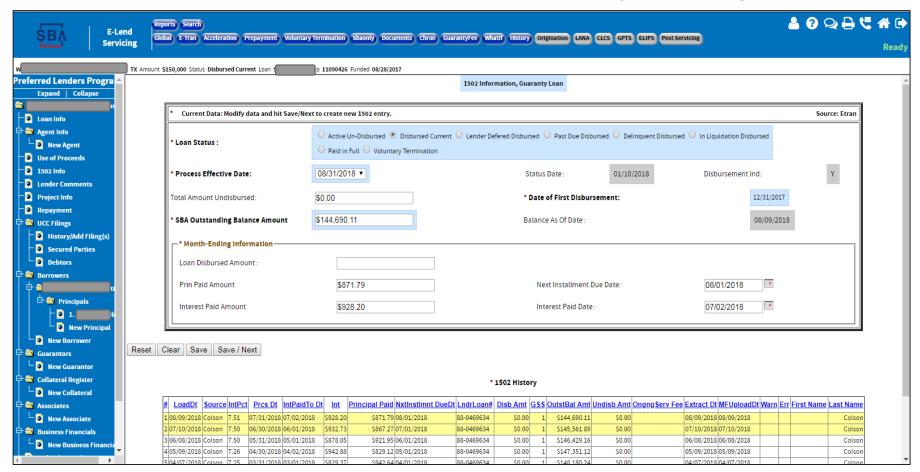
Interest rate and structure, maturity date, term, and first disbursement date

* Interest Structure	Variable ▼		
* Interest Type	Fixed Variable	]	
* Interest Applies To	Full		
* Adjustment Period	Every Calendar Quarter ▼		
* Effective Date			
* Base Rate Source	Wall Street Journal Prime Rate ▼		
* Base Rate	4.000 %		
* Borrower's Interest Rate	6.750 %		
Spread Over Prime	2.750		
Entry Start Date:	04/07/2017	SBA Received Date:	04/15/2017
Submitted Date	04/15/2017	Last Approved Date:	04/15/2017
* Loan Term	120 months	Original Loan Term	120
* Maturity Date	04/15/2027	Disbursement Deadline Date	
Maturity Starts Indicator	Not selected yet ▼	Note Date	
* Date of First Disbursement	04/30/2017 PirstGov > E-Gov > Regulations.gov > White	House	



## 1502 Info & Reporting

This screen is used to view and make corrections to your 1502 Report





## **Changing Loan Structured with EPC from No to Yes**

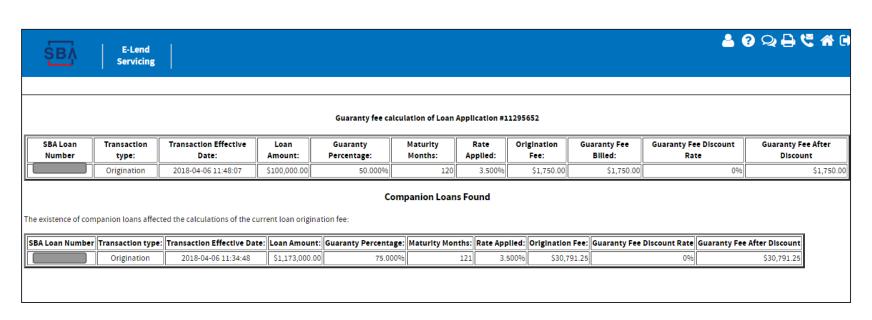
- Change the answer to Yes for the "\*Loan Structured with Eligible Passive Company?" question
   on the loan info screen.
  - 2. Choose which entities are the EPC and the OC.
    - 3. Click Save/Save Next

npany?  • Yes No					
Eligible Passive Company					
Borrowers/Guarantors	EPC	Operating Company	None		
	•	0			
		0			
Operating Company		•			



## **Guaranty Fee Icon**

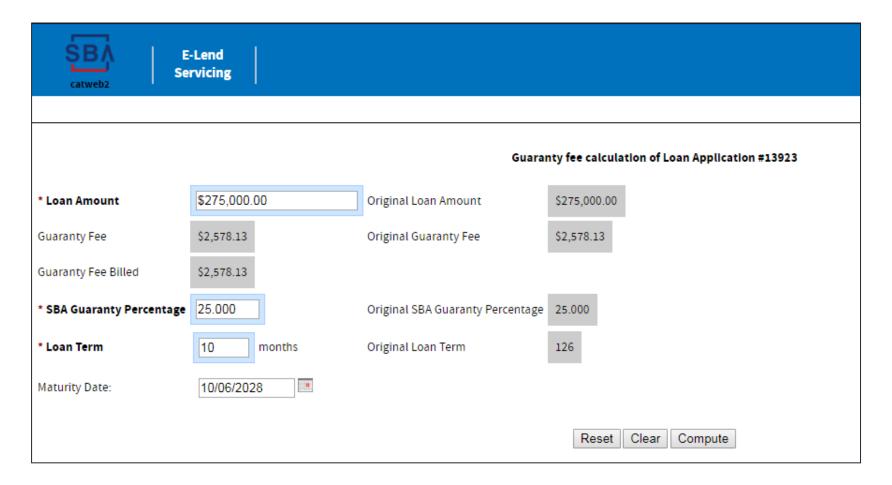






#### What If

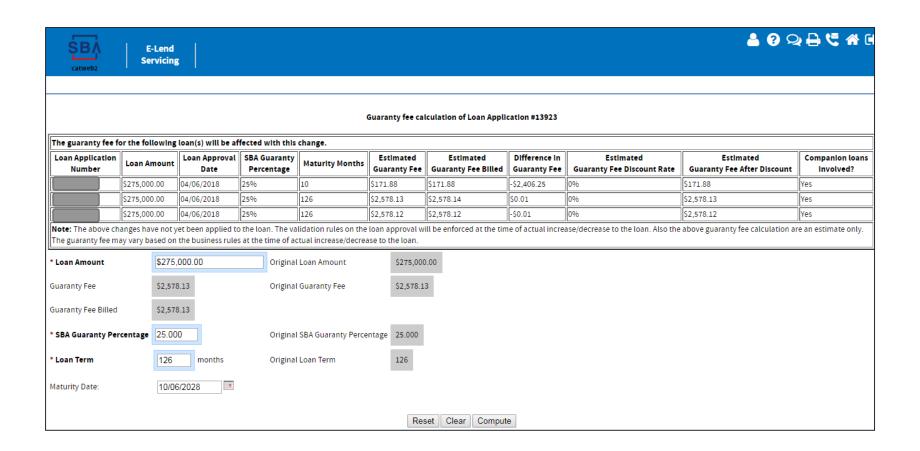
What If allows you to enter a new loan amount, SBA guaranty percentage and/or Loan Term and see what the effect would be on the guaranty fee.





#### What If

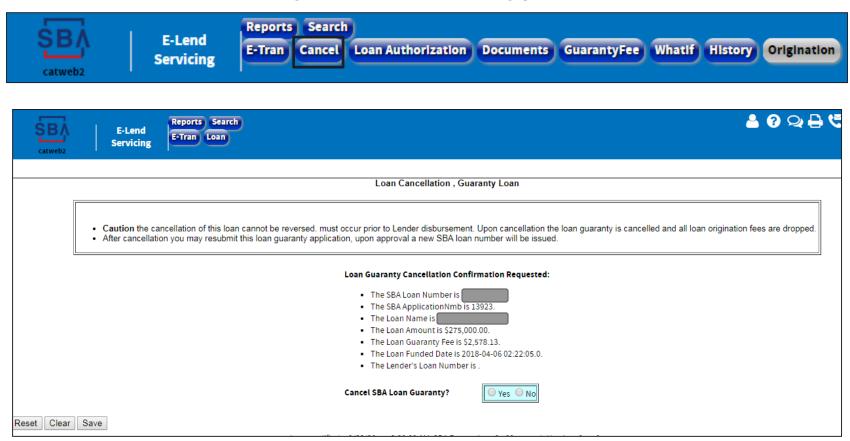
#### Results will display all loans that would be effected and the impact





## **Cancel the Loan Guaranty**

Use this screen to cancel your SBA Loan Guaranty prior to initial disbursement.



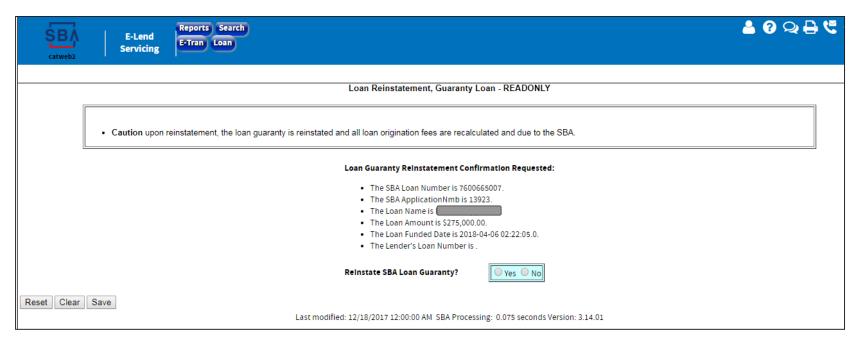
Select "Yes" and Save. Upon cancellation, all loan origination fees are dropped and loan status will change to "Fully Cancelled."



## **Reinstatement of Cancelled SBA Loan Guaranty**

Use this screen to reinstate a previously cancelled SBA loan guaranty



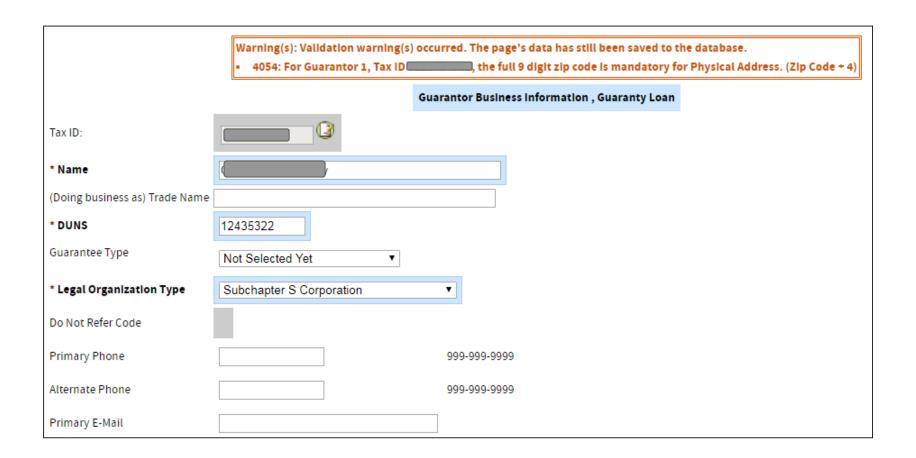


Click "Yes" and Save. Upon reinstatement, all loan origination fees are recalculated and due to the SBA.



## Warnings

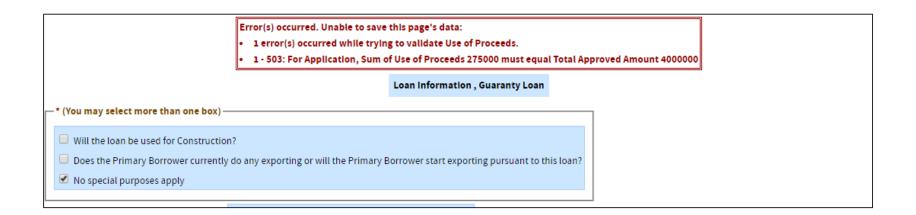
Warnings will allow you to continue. Your update is applied.





#### **Errors**

Errors will not allow you to make your change until it is corrected.





## **Questions and Comments**

**Thank You!** 

