



### **Company Overview**

Anchor Commercial Services, LLC has been providing software to the SBA lending industry since 1988. The founder of Anchor Commercial Services, LLC is also the director of REsource Capital, a top ranked SBA 504 lender nationwide. The software system was originally created as an internal solution for the certified development company; however, it has experienced tremendous growth and has since been recognized as the most diversified SBA system available today. The system is currently being utilized by over 180 CDCs which produce over sixty percent (60%) of all SBA 504 loan approvals. Loan Management System has expanded over time to include the ability to produce 7a and SBAExpress loans as well as commercial applications that could be used for most any type of commercial lending. With the addition of the document manager a lender could customize their commercial loan documentation so that all their commercial lending could be handled within one system.

### **Benefits**

Lower Costs ó Out-right purchase with reasonable annual fee for support and updates. System is licensed by organization and may be used at multiple sites.

Extended Support Hours ó Support services available from 6:30 a.m. ó 5:00 p.m. pacific time.

Microsoft Integration ó Ability to utilize popular Microsoft products within system.

SBA Relationship ó Anchor continues to monitor SBA's technology direction and has served on various tasks forces to assure that Anchor's system will work in conjunction with the Loan Monitoring System as designed by SBA.

Database Format ó The system is a fully functional database program that provides the ability to produce reports and utilize valuable contact management functions. LMS is a network version so that all users may share data. For systems not networked you may utilize a file transfer option that can send files directly through e-mail within LMS.

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## System Pricing

Basic Site License	\$5,800 *
<i>Optional Modules</i>	
Data Link for Word and Excel	\$1,200
Excel Spreadsheet Link	\$ 500
Payment Tracking	\$2,000**

\* \$2,000 less *without* the SBA module

\*\* \$2,500 if using Payment Tracking by itself.

Annual Service fee is based on completion of an Annual Billing Statement form indicating the level of use by the organization. The Annual Service fee is due in advance and subsequent annual service fees will be billed annually during the organization's anniversary month. The fee may be paid in one payment, semi-annually or quarterly. This fee covers technical support through a toll free number, updates and enhancements to the basic system and purchased modules.

### Payment Options

Payments for the initial license may be made at the following rates and terms:

<u>Term</u>	<u>Surcharge</u>
Up-front	N/A
1 year	5%
2 year	10%
3 year	15%

### Cost Comparison

Users can attest that adding LMS to their organization is the equivalent of adding at least one staff person. The total cost of a basic system for an average user over a five-year period is approximately \$12,500, an average of around \$200 a month.

Which would you rather pay?

Type	Rate	Cost per Month
Employee	\$10/hr	\$1,733
LMS	Average over 5 years	\$208



The system includes the following forms for the SBA loan program.

### **Application Forms**

Form 1244 (504 loans)  
Credit Memo (SBA Standardized)  
Form 4  
Form 4-I  
Form SBAExpress  
PLP & PCLP Eligibility & Supplemental Executive Order  
Form 1261A (Immigration)  
Form 160 (SBC Board Resolution) \*  
Form 160A (Partnership Certificate) \*  
Lobbying Forms  
Debarment Forms  
Form 601 (Agreement of Compliance)  
Form 602 (Nondiscrimination)  
Form 641 (Counseling)  
Form 159 (Compensation) \*  
Schedule A (Collateral)  
Form 912 (Personal History) \*  
Form 413 (Personal Financial) \*  
Form G845 (Immigration Status) \*  
Resume \*  
IRS Form 4506 \*  
Debt Schedule (unlimited items)  
Risk Form  
Credit Memo (SBA Standardized)

### **Financial Area**

Four-year Historical Spread \*\*  
Common-sized Statements  
Ratio Analysis  
Standard Cashflow  
UCA Cashflow  
Net Worth Reconciliation  
Two-Year Operating Statement  
Two-Year Balance Sheet  
Monthly Projection (12 months)  
Stress Test Calculations

\* denotes ability to produce unlimited number of forms

\*\* provides ability to consolidate financials for multiple entities.

### **Closing Forms**

Form 147 (Note ó 7a loans)  
Form 1505 (Note ó 504 loans)  
Form 930 (Deed of Trust) \*  
Form 928 (Mortgage) \*  
Form 148 (Guaranty) \*  
Form 148L (Conditional Guaranty) \*  
Form 155 (Standby) \*  
Form 1059 (Security) \*  
National UCC Forms \*  
Form W9  
Disbursement Ledger (unlimited items)  
Form 1050 (Settlement Sheet)  
Form 1504 (Debenture - 504 loans)  
Form 1506 (Servicing Agent ó 504 loans)  
Form 2101 (Certification ó 504 loans)  
Form 2303 / 2286 (Closing Checklist ó 504 loans)  
Form 2289 (Certifications ó 504 loans)  
Form 2288 (Interim Lender ó 504 loans)  
Form 2287 (Third Party -504 loans)  
Form ACH (504 loans)

### **Servicing**

User-defined Ticklers \*  
Field Visit Tracking  
Servicing Tracking \*  
Loan Watch Report  
Loan Rating Report  
Loan Profile Sheet

### **Reporting**

Weekly Loan Tracking  
Expiring Commitments  
Quarterly Listing  
SBA Annual Report (CDCs)  
Custom Reports w/ability to transfer data to Excel  
Activity & Summary \*\*\*

\*\*\* these reports allow you itemize or summarize loans by approval, funding, cancellation, liquidation, and prepaid dates. There is also the option of printing these reports based on loan officer, county, SIC\NAICS code, congressional, and borrower contacts.



## Special Features

- SBA Credit Memo is the driving force to the LMS screen layout and provides for multiple entities, including the capability to consolidate financials as needed.
- SBA's Authorization Wizard is available within LMS, meaning as long as your LMS system is updated you will be using the most up-to-date version of SBA's Wizard. Data from LMS is exported to the Wizard speeding up the process of completing the Authorization document.
- Stress Test Calculation which provides the ability to compare cash flow scenarios for interest rates and/or income reductions.
- Contacts Directory which provides a central place to locate contact information for borrowers, board members, lenders, insurance agents, realtor, etc. Additionally, contacts may be placed in groups for special mailings.
- History records may be created within a loan file to track the various activities of a loan. This information may be reported on a loan file level or portfolio level. For example, the user may generate a report showing all loans that have obtained a deferment request based on the history entries.
- Checklists are user defined and provide the ability to create as many checklists as needed per each loan phase (pre-application, application, closing, servicing, and liquidation). Checklists can be used to obtain items from a borrower as well as an internal checklist much like a task list.
- Weighted Risk Rating System which provides the ability to rate the loan based on different criteria and values as defined by the organization. The overall rating is then available for reporting purposes to obtain lists based on the rate by lender, loan officer, underwriter, county, naics code, etc.
- Ticklers which are user-defined now have the ability to integrate a tickler checklist into the letter which means multiple items can be requested within one letter.
- Collateral and Guarantor Tracking which provides the ability to see changes that have taken place throughout the life of the loan.
- Payment Estimator provides a quick and simple report providing prospective borrowers with payment and fee information on various loan programs (i.e. 504 vs 7a)
- Security which is defined by user and provides the ability to limit access to full access, view only access or no access on a screen by screen basis.



## **Optional Modules**

### **Data Link (Microsoft Word\Excel Link )**

This module provides the ability to create documents inside Word and Excel utilizing the data within LMS. The data is bookmarked so when changes occur in LMS the document may be automatically updated. Documents which are created are used as a template so that they are available for each loan. Documents may be modified on an individual loan basis to include information that is unique to the project.

### **Microsoft Excel Spreadsheet Link**

This module provides the ability to enter financial statements directly into an Excel spreadsheet with the option to have data uploaded to LMS. The uploading will eliminate the need to enter financial data twice. A user may further customize the spreadsheet by creating additional cells where needed. Users may integrate their own custom Excel spreadsheet if desired. Additionally, there is no limit to the number of spreadsheet templates, allowing for various templates for different industries.

### **Payment Tracking**

This module was created for companies that need the means to track borrower loan payments. Loans are tracked within user-specified loan funds making it easy to provide accounting with the appropriate payment break-downs by fund. Users have the ability to generate billing statements, late payment notices, year-end information, payment histories for all payments entered into the system and payoff requests. Please note, this module is not designed for SBA 7a loans as it does not produce the 1502 report. The payment tracking module is in the process of being re-written with a completion date of summer 2010.