



Future Lending Leaders Module 1

Overview of the Program and NAGGL

Schedule for the Day

Quick (Re)introductions

A Closer Look at NAGGL

NAGGL Relationships

On the Horizon

Current Processing Policy

Next Up...





**Any questions on your minds
before we begin?**



Quick (Re)introductions



FLLs

Please share:

- Current Role
- One thing you hope to learn today

Brian Delaney – Beacon Bank & Trust
Matthew Flannery – Provident Bank
Alonso Gonzalez – Flagship Enterprise
Peter Hong – SNB Texas
Wilson Lin – Columbia Bank
Todd Madsen – Bank of Utah
Andrew Martin – Citizen's Community Federal N.A.
Matthew McCullum – United Community
Rob Parkin – Truliant Federal Credit Union
Caleb Peterson – Frandsen Bank & Trust
Aimee Porter – Community Bank, NA
Heidi Prince – Mountain America Credit Union
Patrick Wahl – First Bank of the Lake

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Mentors

Please share:

- Current Role
- One thing you hope to learn today

Rose Fletcher – Coastal State Bank
Scott Gillanders – Berkshire Bank (44 Business Capital)
Erika Gutierrez – Columbia Bank
Tom Hofstetter – RBAC
Ashley Horner – Summit Bank
Javier Jorge – Venturus
Jim Kahler – Gulf Bank
Kevin Morrissey – Port 51
Mark Niethammer – Georgia Banking
Ethan Smith – Starfield & Smith
Leo Story – Capital Bank
Kathryn Walker – First United Bank
Seth Wheatley – Mountain American Credit Union

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A Closer Look at NAGGL

A Behind the Scenes Tour

Our Mission

“

...advocating for the 7(a) Loan Program community, championing prudent lending and program integrity to enhance access to capital for America's small businesses.

”

- 501(c)(6) organization founded in 1984
- Only national association that educates and advocates on behalf of the 7(a) industry
- Champion prudent lending practices and program integrity
- Membership is comprised of nearly 800 lending institutions of all sizes, and the community of service providers that support the industry

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Our Mission

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Our Purpose

As a trusted voice of the 7(a) Lending community, NAGGL is dedicated to reshaping the future of small business lending.

- **Trust:** We are committed to integrity, transparency, and credibility in all our interactions and partnerships.
- **Reliability:** We offer steadfast support and reliability, reflecting our dedication to empowering the 7(a) Loan Program community.
- **Accuracy:** We provide precise information, comprehensive resources, and expert guidance to help lenders make prudent lending decisions that benefit small business borrowers.
- **Community:** We foster a collaborative and inclusive environment, uniting and strengthening the 7(a) Loan Program community around our shared goal of supporting America's small businesses.

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Our Purpose

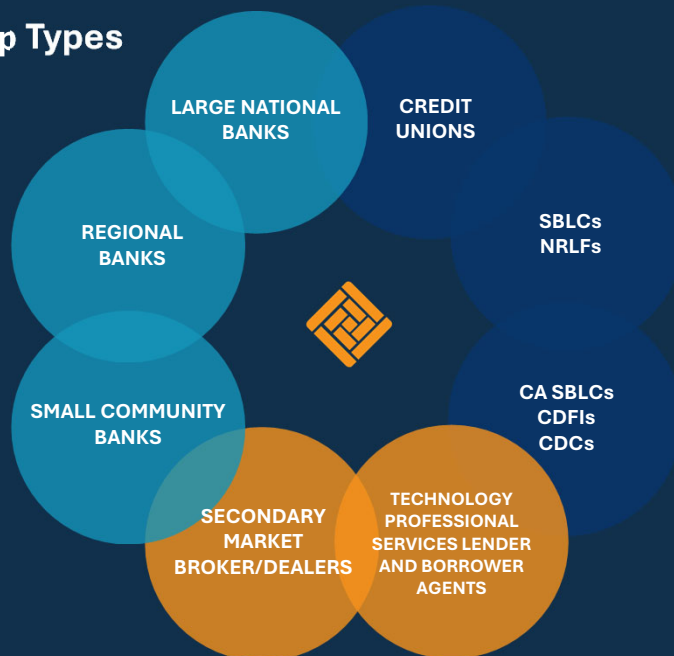
As a trusted voice of the 7(a) Lending community, NAGGL is dedicated to reshaping the future of small business lending.



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Membership Types



Member Services

Information

- To members via the NAGGL website (naggl.org), conferences, emails, texts, social media, etc.
- To non-members, including media representatives via interviews, speaking engagements, etc.

Education

- To members and non-members through Pathways, and in-person and virtual classrooms, webinars, conferences, etc.
- Opportunities to plug-in, network with your peers, and grow in your career
- Technical questions assistance

Program Advocacy

- With Congress, other trade associations, the media, and others interested in the 7(a) Program
- With SBA officials to share information about the 7(a) Program and provide member input on current and proposed program requirements

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What is the most beneficial part of your NAGGL membership?





**What would you like to see
NAGGL do more of in the future?**



Building for the Future

Information

- Member portal (MyNAGGL)
- NAGGLNow Podcast
- Increased social media presence

Education

- Launch of Cornerstone and Foundations Courses
- MyPath/Pathways (Level 1 available now – Level 2 fully launching soon!!)

Involvement/Career Development

- FLL Program
- Focus on building community (i.e., Member Meetup Events)
- Phase 2 of MyNAGGL to include social forum
- Sign up as a Capital Advocate

Policy Experts/Liaison with SBA

- AI integration/AI working group
- Enhancing ways we share technical knowledge (podcast, etc.)

Program Advocacy

- Social media outreach/Capital Advocate membership
- Learning opportunities related to government relations



Get Involved

FLLs can help by providing input to influence continued improvements in NAGGL training.

We want your input by...

- Providing a list of training and conference topics that you would find interesting
- Sharing information on what learning methods you prefer and your ideas regarding what changes to NAGGL training you would like us to consider
- Participating in focus groups, one-on-one phone calls, and group conversations, and completing surveys

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Involvement and Career Development

Ways that you can plug in to NAGGL's network

- **Board of Directors (Elected)**
 - Three-year terms
 - To be eligible to run, you must be the MOR of your organization
- **Standing Subject Matter Committees**
 - Meet quarterly
 - New participants added annually
- **Regional Committees**
 - Meet quarterly
 - New participants added quarterly

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Volunteer Committees

Begin and end with calendar year
(January – December)

Committee members are expected
to participate in at least 75% of
meetings

Standing Committees (Enroll yearly)

- Large Lender
- Small Lender
 - East
 - West
 - Central
- Associate Member
- Secondary Market
- Technical Issues
- Public Policy
- Lender Service Provider
- Small Business Lending Company

Regional Committees (Enroll quarterly)

- Region I
- Region II
- Region III
- Region IV
- Region V
- Region VI
- Region VII
- Region VIII
- Region IX
- Region X

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More Ways to Get Involved

- Serve as a conference panelist or webinar presenter, or participate in a NAGGL podcast – workshop on presentation skills included on the schedule
- Become an instructor for NAGGL education courses
- Suggest topics for new NAGGL courses, webinars, and workshops
- Become actively involved in government relations efforts
- Become a Capital Advocate
- Other opportunities, e.g., NAGGLCares, serving as conference volunteer, etc.

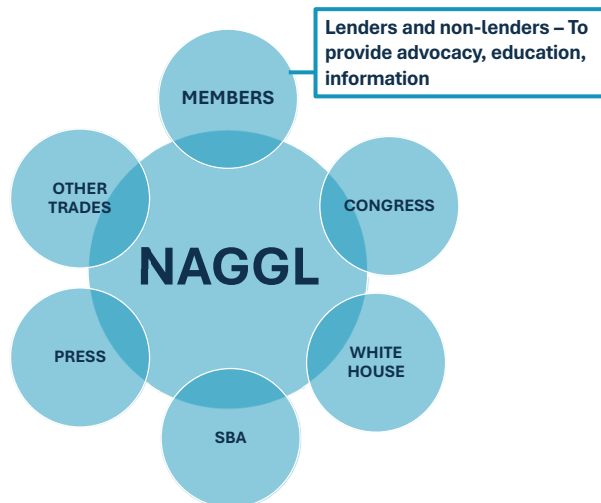
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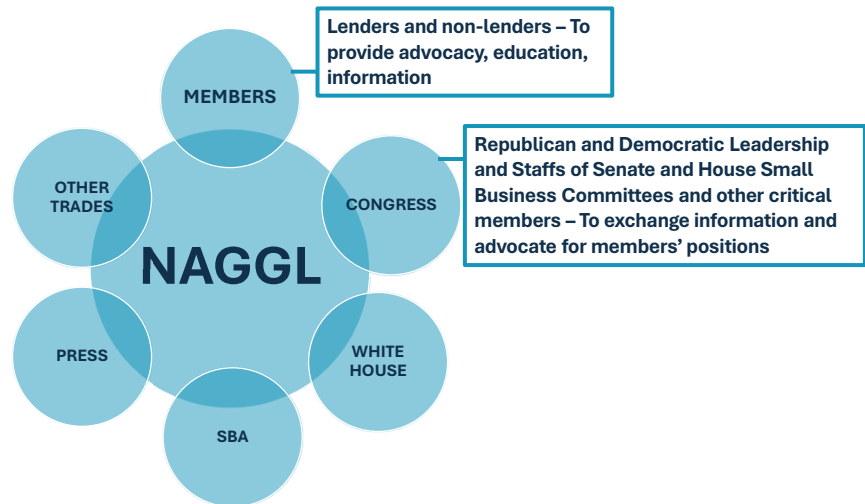
NAGGL Relationships

Name as many entities or individual as you can think of with which the NAGGL organization has ongoing or occasional relationships

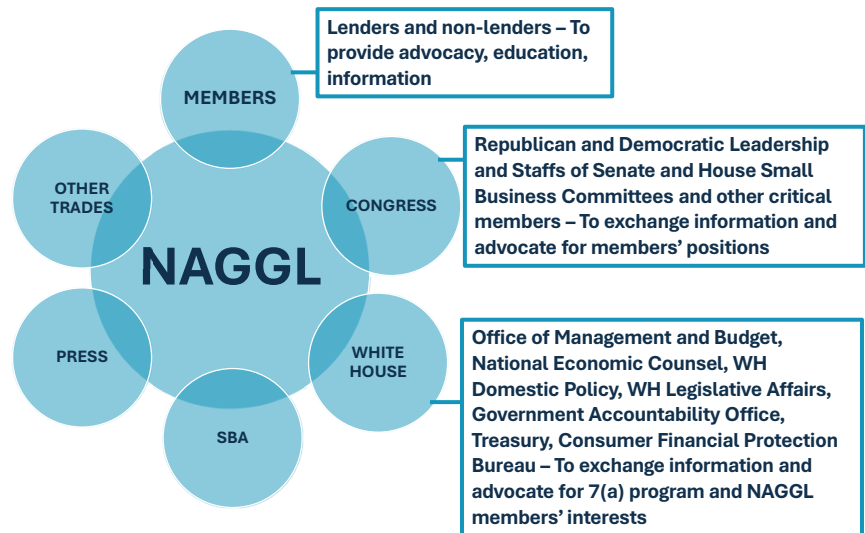
NAGGL Relationship Web: Understanding our Reach



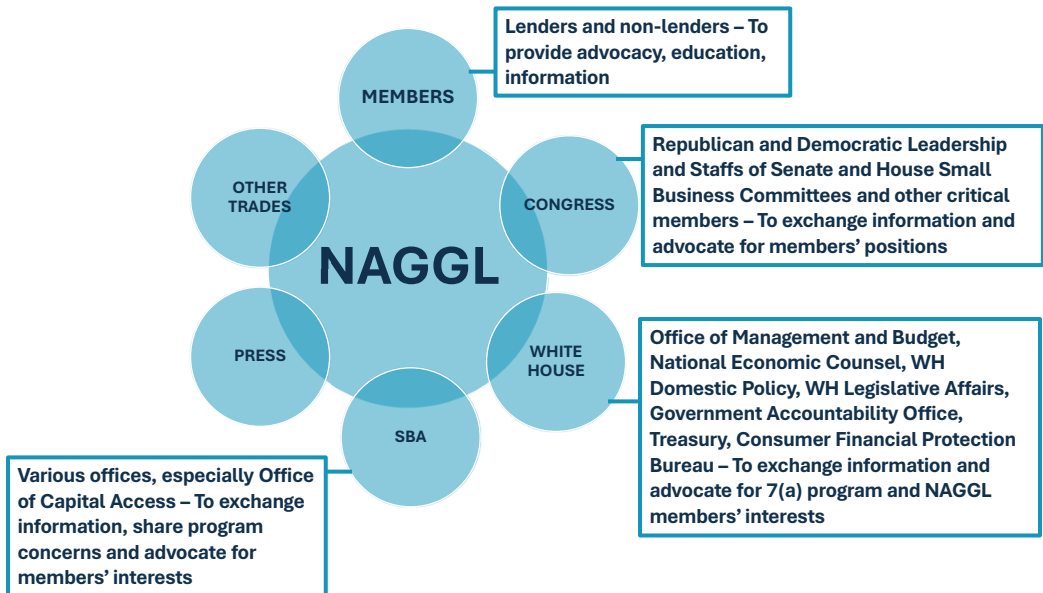
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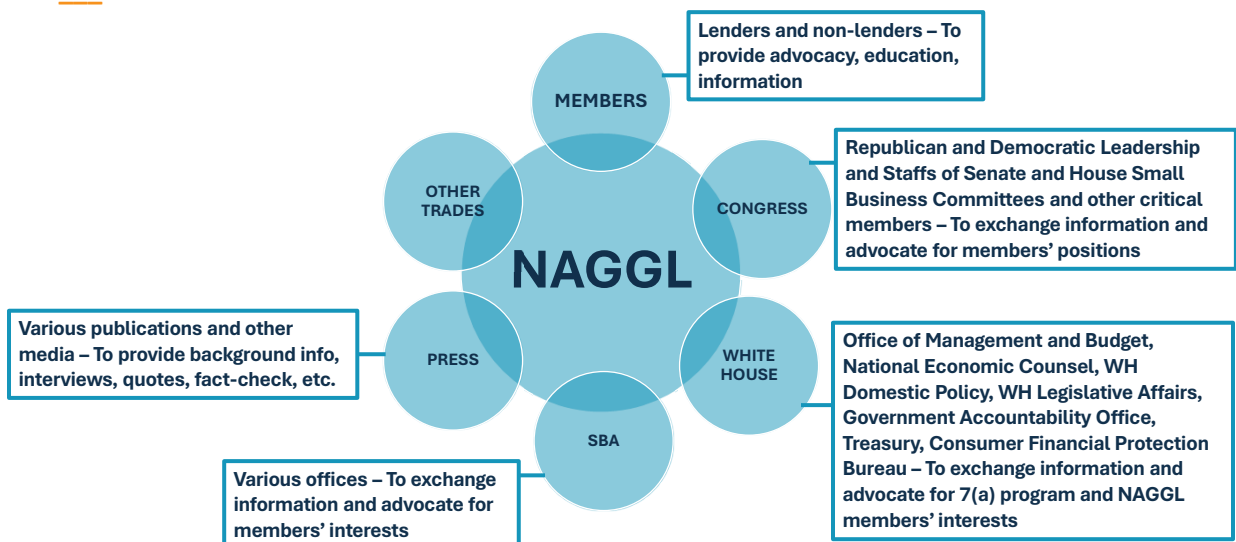
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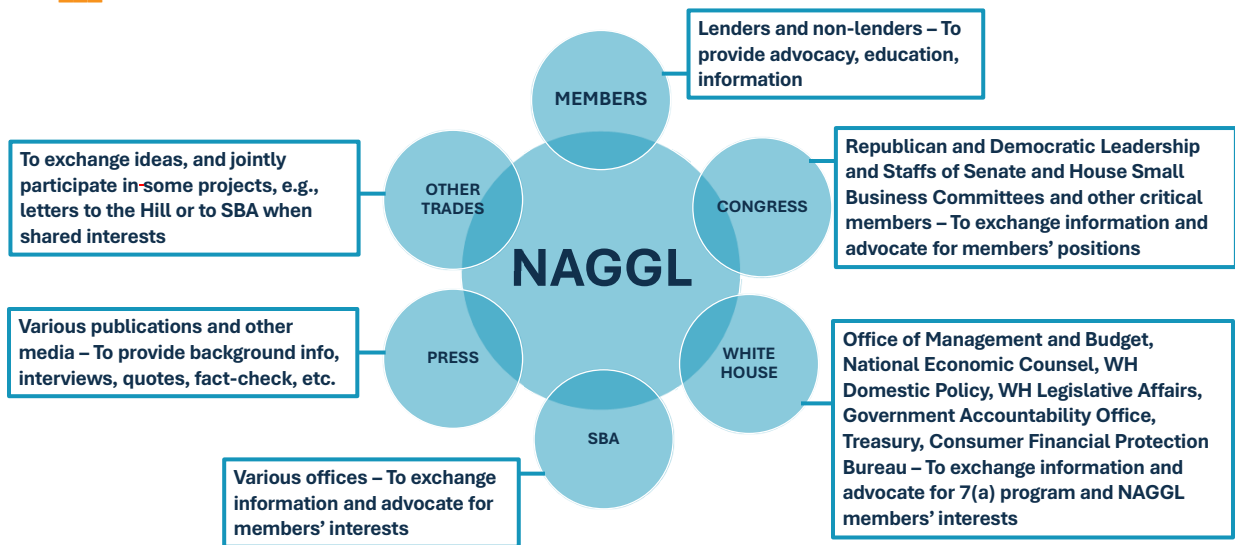
NAGGL Relationship Web: Understanding our Reach



NAGGL Relationship Web: Understanding our Reach



NAGGL Relationship Web: Understanding our Reach



Early next year...

- There will be a module, *Intersection of Policy and Politics*, when the Government Relations team will do a deep dive into the material on the previous slide
- Following the midterm elections, this will be an interesting conversation because of the major impact that Congressional actions can have on SBA and on the 7(a) Program
- But, for now, let's look more carefully at the SBA/NAGGL relationship ...



Delving into the NAGGL/SBA Relationship

What do you know about how SBA is structured?

- Who are the political appointees? Who are the careerists?
- How are duties divided between political appointees and career employees?
- Who are the employees that NAGGL interacts with most?

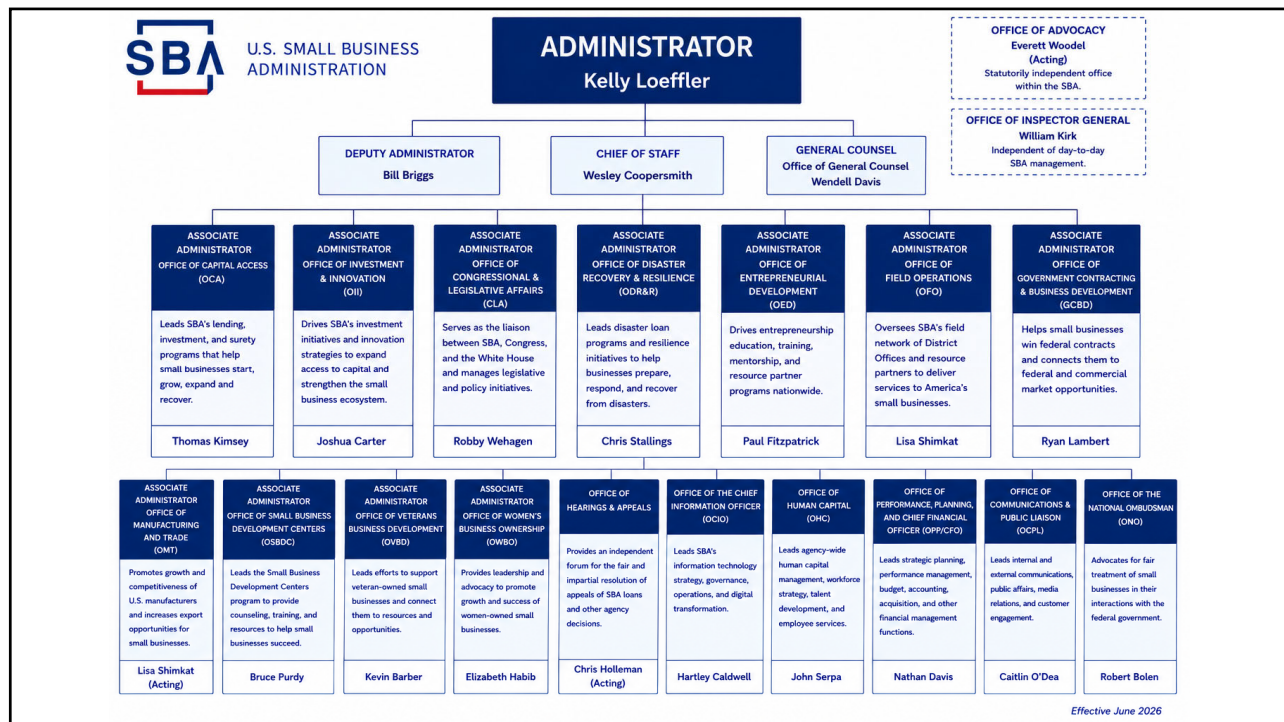


SBA Political Appointment Structure

- **Administrator – Kelly Loeffler** (Presidential appointment – Senate confirmed)
 - Within authorities provided by the *Small Business Act*, responsible for all policy, operational (including staffing), budgetary, etc. decisions, e.g. –
 - Generally, decides structure of organization and responsibilities of operational units
 - For 7(a), makes final policy decisions, approves and issues SOPs, policy notices, etc.
- **Deputy Administrator – Bill (William) Briggs** (Presidential appointment – Senate confirmed)
 - Shares duties and responsibilities with Administrator as she decides and delegates
- **Chief of Staff – Westley Coopersmith** (Presidential appointment)
- **General Counsel – Wendell Davis** (Presidential appointment)
- **Chief Information Officer – Hartley Caldwell** (Presidential appointment)
 - Especially important role now as SBA revamps all of its technology systems

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SBA Political Appointment Structure

- **Inspector General – William W. Kirk** (Presidential appointment with appointment spanning administrations – Senate confirmed)
- **Chief Counsel for Advocacy – Casey Mulligan** (Presidential appointment – Senate confirmed)
- Other senior leadership within SBA, including 10 Regional Administrators (Presidential appointments – no Senate confirmation)

And most important to 7(a) ...

- **Associate Administrator for Capital Access – Thomas Kimsey** (Presidential appointment – not Senate confirmed)
- **Deputy Associate Administrator for Capital Access – Dianna Seaborn** (Presidential appointment – not Senate confirmed)



SBA Career Employee Structure

- Currently career employees are permanent hires with their jobs spanning multiple administrations
- They implement existing policies (legislative, regulatory and other), recommend policy changes to the Administrator and provide continuity in the delivery of SBA's programs
 - Arguably making them the most important staff in the NAGGL/SBA relationship
- **Career employees key to the delivery of the 7(a) Program –**
 - Daniel (Dan) Pische, Director, Office of Financial Assistance
 - Emily Doxzon, Chief, 7(a) Chief of the 7(a) Loan Origination Division
 - Linda Reilly, Chief, 504 Loan Division
 - Vacant, Director, Office of Program Systems Management [as part of its reorganization, SBA is migrating technology functions throughout the Agency to its Office of the Chief Information Officer (OCIO), so likely changes will be coming to OPSM]
 - Jihoon Kim, Director, Office of Financial Program Operations
 - Susan Streich, Director, Office of Credit Risk Management
 - Various HQ and field staff involved in all aspects of 7(a) lending



Questions?

Questions?

Let's take a short 10-minute break!



What is one thing you learned in the first half of today's module?



On the Horizon

What is Still to Come

On the Horizon...

- **Biggest news!** ... SBA is preparing to issue a new SOP 50 10 8.1 which is expected to, among other things, include major changes to the change of ownership requirements
 - Requirements in the new version likely to take effect on 10/1/2026
 - Watch for information from NAGGL about training on the new SOP as soon as it is issued
- Effective 7/1/2026, SBA completed its transition to the new Franchise Directory certification process
 - But the Agency is continuing to re-certify brands that were dropped from the 7/1/2026 Directory because they had not completed the new process and to add new brands
 - The Directory is being updated frequently, so always start your franchise loan process by assuring that the brand is on the Directory
 - If the brand is not listed, you will need to work with the franchisor to assure that the required documentation is submitted to SBA
 - Send your franchise questions to naggl.org/contact-us



On the Horizon...

- Monitor naggl.org for updates regarding the new version of SOP 50 10 and other issues of importance to the 7(a) Program



Current Processing Policy

A Look at SOP 50 10 8

Recent Summary of Current 7(a) Loan Processing Guidance

SOP 50 10 8

- **Technical Updates (T/U) version** informally released on 5/28/2025
 - Replaced initial version issued 4/21/2025
 - Changes described in SBA Information Notice 5000-868665, *Issuance of SOP 50 10 8 with Technical Corrections* (effective 5/29/2025)
 - Took effect for loans receiving SBA loan numbers on or after 6/1/2025
- The SOP has been amended by a series of notices...

IMPORTANT REMINDER: SBA issues a notice amending an SOP, it does NOT update the SOP contained on the Agency website – SOP users must either update their electronic version of the SOP to reflect the changes OR insert the new language in their printed version of the SOP



Notices Revising SOP 50 10 8

[Requirements contained in the listed notices will be included in SOP 50 10 8.1, as appropriate]

- Guidance regarding applicability of Prior Loss Rule
 - SBA Policy Notice 5000-879464, *Prior Loss Rule: Non-Controlling Ownership Update* (dated 5/28/2026 and effective 6/1/2026)
- Clarification of maximum loan limits for 7(a) and 504 programs
 - SBA Policy Notice 5000-879058, *Coordination of 7(a) and 504 for Maximum Loan Limits* (dated 5/18/2026 and effective 7/4/2026)
- Major revisions to SBA's citizenship/residency requirement
 - SBA Policy Notice 5000-876441, *Citizenship and Residency Requirements and Recission of Procedural Notice 5000-872050* (dated 2/2/2026 and effective 3/1/2026)
 - SBA Procedural Notice 5000-876626, *Update to SOP 50 10 8 – Revised Applicant Ownership Citizenship and Residency Requirements for 7(a) and 504 Loans* (dated 2/11/2026 and effective 3/1/2026)

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Notices Revising SOP 50 10 8

- Increased requirements for underwriting 7(a) Small Loans and sunseting of SBSS
 - SBA Procedural Notice 5000-875701, *Sunset of SBSS Score for 7(a) Small Loans* (dated 1/16/2026 and effective 3/1/2026)
 - SBA Procedural Notice 5000-876777, *Sunset of SBSS Score for 7(a) Small Loans – Supplemental Guidance* (dated 2/20/2026 and effective 3/1/2026)

[To access recording of the 3/16/2026 webinar on this topic, go to naggl.org/events and click the On Demand button under Upcoming events]
- Frequently Asked Questions covering both citizenship/residency and 7(a) Small Loan underwriting requirements
 - SBA Information Notice 5000-877673, *Guidance for Frequently Asked Questions Related to Recent SBA Procedural Notices* (dated 3/31/2026 and effective 3/1/2026)

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Notices Revising SOP 50 10 8

- Expansion of International Trade Loan (ITL) eligibility to include businesses operating in designated NAICS codes for loan applicants engaged in food supply chain (including ranches engaged in food production) and manufacturing industries – allows lenders to obtain 90% guaranty
 - SBA Policy Notice 5000-877629, *7(a) International Trade Loan Program Updates* (dated 4/2/2026 and effective 5/1/2026)

[To access recording of the 4/22/2026 webinar on this topic, go to naggl.org/events and click the On Demand button under Upcoming events]
- Announcement of new alternative base rate options for 7(a) variable rate loans
 - SBA Procedural Notice 5000-875051, *7(a) Alternative Base Rate Options* (published 2/6/2026 and effective 3/1/2026)



Questions about these items or anything else going on at SBA?

Next Up...

The FLL Program at a Glance

Module 1 Survey

- Login to MyPath
- Complete the Module 1 Evaluation



Scan this code or visit pathlms.com/naggl



MyPath

Future Lending Leaders Program - Class of 2027

Future Lending Leaders (FLL) is our leadership development program designed specifically for high-potential leaders and potential management candidates within the 7(a) industry. This 13-month program provides a pathway for 7(a) lenders to deepen their engagement within the industry, receive one-on-one mentoring from senior industry professionals, and gain a broader understanding of SBA and the legislative and program delivery processes.

NAGGL's FLL program is an interactive experience intended to recognize and develop the next generation of 7(a) industry leadership. We believe that our program has the strongest impact when it involves individuals representing the widest variety of backgrounds, experiences, and perspectives.

Program Objectives

- Gain a deeper understanding of SBA 7(a) lending through expert-led discussions and training.
- Connect with established industry leaders who will guide you on your career path.
- Build the skills needed to take on leadership roles within your organization and NAGGL.
- Form lasting connections with fellow rising leaders across the industry.

Program
Completion Earns
This Badge



Course Disclaimer

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What is one thing you learned in today's module?



2026 Schedule (Tentative)

✓ June 26	Orientation
✓ July 14-16	Leadership Summit
✓ August 6	FLL Monthly Meeting
✓ August 14	Module 1: Introduction to the Program and NAGGL
September 3	FLL Monthly Meeting
September 11	Module 2: Prudent Lending
October 1	FLL Monthly Meeting
October 9	Workshop: Public Speaking
November 3-5	Annual Conference
December 3	FLL Monthly Meeting
December 11	Workshop: Writing Industry Articles

**Dates are subject to change*



2027 Schedule (Tentative)

January 7	FLL Monthly Meeting
February 4	FLL Monthly Meeting
February 12	Module 3: Intersection of Program and Politics
March 4	FLL Monthly Meeting
March 12	Workshop: Expanding Your Leadership
April 1	FLL Monthly Meeting
May 3-5	Spring Conference
May 14	Module 4: Program Innovation
June 3	FLL Monthly Meeting – Wrap Up/Discuss Graduation Details
July 12-14	Leadership Summit – Charleston, SC

**Dates are subject to change*



Contact Information

Feel free to reach out to any of us at any time, but the primary points of contact for FLLs will be –

- Margherita Stutz – mstutz@naggl.org, 619.820.5854
- Carolyn Calafiore – ccalafiore@naggl.org

NAGGL Technical Questions Hub – info@naggl.org

- Carolyn Calafiore: Origination/Closing Expert – ccalafiore@naggl.org
 - Margherita Stutz: Servicing and Liquidation Expert – mstutz@naggl.org
 - Ginger Allen: SBA Policy Expert – gallen@naggl.org
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- A complete contact list with FLL, mentors and NAGGL staff was distributed in July, be sure to send any contact information changes to mstutz@naggl.org
 - What additional questions or comments do you have now?



Thank You!

See you in September for Module 2