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Recorded at Coleman's Webinar: "The New 504 Secondary Market Pool Program -- Getting Main Street Access to Capital" on Wednesday, May 19, 2010

SBA-504 first mortgage lenders are now able to sell 85% participation interests of individual loans to pool originators. This new program, announced May 13th at the annual NADCO conference in Savannah, covers 504 loans funded after February 17, 2009.

Speakers:

Bob Judge

Partner

Government Loan Solutions, Inc.

ROBERT JUDGE possesses twenty-five years of fixed income trading and research experience with nationally, and internationally, recognized financial organizations. For the first fifteen years of his career, Bob worked in New York City as an institutional corporate bond trader with Nikko Securities, Yamaichi International, Deutsche Bank and Furman Selz.

In October 2006, Bob, along with Scott Evans and Rob Herrick, founded Government Loan Solutions, Inc. (GLS), for the purpose of bringing greater efficiencies and productivity to the SBA marketplace, through the use of technology. Bob holds a B.A. in Economics from Vassar College and an M.B.A. in Finance from the Stern School of Business at New York University.

Jordan Blanchard

CDC Direct Capital

(a wholly-owned subsidiary of CDC Small Business Finance)

Jordan Blanchard has been involved in SBA 504 lending for the last 20 years.

Currently, Jordan is executive vice president and manager of CDC Direct Capital, a wholly owned subsidiary of CDC Small Business Finance Corp. His focus is providing liquidity solutions to 504 first mortgage lenders as well as developing strategic partnerships for traditional and non-traditional lenders interested in offering 504 first mortgage loan options.

For the past year, Jordan has been dedicating significant time and resources to the pending SBA First Lien Mortgage Pool guarantee program. He is currently working with Pool Originators, Sellers, Investors and SBA to develop an active market once the guarantee program becomes effective. He is one of the founders of Secondary Market Access (SMA), a consortium of CDC's and financial companies that have organized to source 504 first mortgages, then package, underwrite and facilitate funding through Pool Originators. SMA will be offering a number of ancillary services related to the guarantee program such as valuation, settlement, identification of investors, and the purchase and sale of residual loan interests.

Moderated by:

Bob Coleman

Editor

Coleman Report

Duration : **0:3:38**

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