



TERMS is a privately held, full-service environmental consulting and remediation company and a leader in our field. While based in New Jersey, the company services the entire Northeast. With a staff of professionally trained and certified field specialists and consultants, TERMS has both the manpower and depth to address a wide range of environmental projects.

SBA CALCULATOR MAKES SHORT WORK OF A LONG TASK

In its continuing effort to develop new methods and business practices that assist its clients and associates, TERMS is pleased to announce the release of the TERMS SBA Calculator.

The Calculator was created to facilitate understand of the requirements that must be followed under new guidelines implemented by the U.S. Small Business Administration.

By inputting only a few pieces of information, the Calculator reports on the specific environmental assessment steps that must be undertaken to ensure compliance with these new lending regulations.

Try the Calculator today at:

<http://www.termsconsulting.com>

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Environmental Regulations Tightened for Federally-Guaranteed Lenders and Applicants

WASHINGTON: Effective August 1, 2008, the United States Small Business Administration has put stringent new environmental standards into effect, adding additional complexity for lenders and applicants of SBA-backed loans.

The new operating procedures, designated SBA SOP 50-10(5), identify more than 70 categories of "environmentally sensitive industries" that must adhere to one of four regulatory paths based on such criteria as loan size and current or prior use of the property. In addition, the regulations place a new burden on environmental professionals, who must provide reliance letters for environmental assessments they perform on behalf of lenders.

"These new regulations dramatically increase the due diligence required of lenders for SBA-backed loans," says Jeffrey Dooney, Vice President of TERMS Environmental Services. "Many SBA lenders have now found themselves in a position where they must evaluate factors unfamiliar to them and make determinations which they may not be completely qualified to make." The downside for lenders is failure to comply with the new requirements puts them at risk of losing the financial backing that the SBA provides on these loans.

To assist lenders and applicants navigate these new requirements, TERMS has developed a set of free web-based tools specifically designed to address SBA guidelines. Its SBA Compliance Service includes a databank of all relevant forms and regulations, an Environmental Questionnaire required of all applicants, listings of affected industries and businesses, and a 24/7 HelpDesk. The centerpiece of the new service is an online calculator that determines what must be done for a specific set of lending conditions. [See sidebar article on left.] To learn more, contact Sam Yodice at 1-877-464-0028 or visit the TERMS SBA Compliance Service at <http://www.termsconsulting.com>.

TERMS Talk features breaking news of urgent relevance to all stakeholders involved in environmental management. In future issues we will take a look at these critical topics:

- **Newly adopted soil standards** by the New Jersey Department of Environmental Protection that could have a dramatic impact on contaminated properties.
- **Environmental requirements imposed on NJ based child care centers** necessitate all centers to conduct an extensive historical assessment of their property as a condition of maintaining their licenses.
- **Remediation of contaminated properties** is gaining heightened focus as the NJDEP has begun using its enforcement capability to require remediation on a timely basis if fines, penalties and interest are to be avoided.
- **Various elements of "green" initiatives and energy conservation**, including their impact and incentives to utilize them.

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