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**J.R. BRUNO & ASSOCIATES AND BAY COLONY DEVELOPMENT CORP. TO HOST
FREE SEMINAR: EVERYTHING BANKS NEED TO KNOW ABOUT
SBA LOAN PROGRAMS**

*Robert Nelson, District Director of the SBA Massachusetts District Office is Special Guest Speaker
at the Seminar & Lunch on Thurs., October 8, 2009 at the Sheraton Needham, MA*

BOSTON, MASS. (SEPTEMBER 2009) – Free Seminar & Lunch: What could be better? How about a run-down of everything you need to know about the SBA’s 504 and 7(a) loan programs and getting into the profitable SBA marketplace? That’s what’s on tap at the upcoming seminar co-hosted by leading SBA and MBL consulting firm J.R. Bruno & Associates and Bay Colony Development Corp. on Thurs. Oct. 8, 2009, 10 a.m.-1 p.m. at the Sheraton Needham, MA. Robert Nelson, district director of SBA’s Massachusetts District Office is the special guest speaker. There will also be an opportunity to meet SBA staffers from several District Offices.

“America’s small businesses need capital and financial institutions are in a great position to meet their needs with SBA loans,” says Joanna Bruno, J.R. Bruno’s CEO. “Even in this environment, financial institutions need to lend in order to grow, and there isn’t a better time to take advantage of SBA lending. SBA loans offer great opportunity to mitigate risk and realize solid income. We encourage CEOs, commercial loan officers and credit professionals to attend this seminar.”

“The American Investment and Recovery Act of 2009 currently waives fees on 7(a) and 504 loans for borrowers and lenders – which means the time to act is now. Add this to recent permanent regulatory changes – and you’ve got a good deal for borrowers and lenders,” says Mike Topalian, Bay Colony’s senior vice president, sales and marketing.” We look forward to showing lenders how helping their customers grow their businesses can grow the organization’s bottom line.”

Seating is limited for this must-attend event! Register at www.regonline.com/sba_504_and_7a_lending or contact Mike Topalian, 781.478.3650, mtopalian@baycolony.org.

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J.R. Bruno & Associates has served the financial services community since 1995. With more than 150 years of combined commercial lending experience, the JRB Team has assisted hundreds of financial institutions starting SBA and business lending programs or expanding existing programs. Services include total outsourcing, loan portfolio reviews, staff training, prescreening, loan structuring, underwriting, processing, packaging, documentation, portfolio management, and hands-on day-to-day oversight. J.R. Bruno is headquartered in Glendora, CA, with an office in Boston. Contact Staci Sheehan at 978.886.5875, staci@jrbrunoasoc.com. www.jrbrunoassoc.com.

Bay Colony Development Corp., a Certified Development Company (CDC) is a private nonprofit corporation whose purpose is to stimulate economic development by providing healthy companies with fixed asset financing at affordable rates and reasonable terms. One of the nation's largest certified development companies, Bay Colony has funded quality loans in excess of \$350 million to more than 700 businesses throughout Massachusetts, Rhode Island, New Hampshire, Connecticut and Vermont representing nearly \$1 billion in total project financing. Formed in 1981 and headquartered in Waltham, Mass, Bay Colony was one of the country's first SBA Accredited Lenders (1991) and Priority Lenders (1996). www.baycolony.org

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