§ 107.1510 How a Licensee computes Earmarked Profit (Loss).

Computing your Earmarked Profit (Loss) is the first step in determining your obligations to pay Prioritized Payments, Adjustments and Charges under §107.1520 and Profit Participation under §107.1530.

(a) Requirement to compute your Earmarked Profit (Loss). While you have Participating Securities outstanding or have Earmarked Assets (as defined in paragraph (b) of this section), you must compute your Earmarked Profit (Loss) for:

(1) Each full fiscal year.
(2) Any interim period (consisting of one or more fiscal quarters) for which you want to make a Distribution.

(b) How to determine your Earmarked Assets. “Earmarked Assets” means all the Loans and Investments that you have when you issue Participating Securities or that you acquire while you have Participating Securities outstanding, and any non-cash assets that you receive in exchange for such Loans and Investments.

(1) An Earmarked Asset remains earmarked until you dispose of it, even if you no longer have any outstanding Participating Securities.
(2) Investments you make after redeeming all your Participating Securities are not Earmarked Assets. However, if you issue new Participating Securities, all of your Loans and Investments again become Earmarked Assets.
(3) If you were licensed before March 31, 1993, you may be permitted to exclude Loans and Investments held at that date from Earmarked Assets under §107.1590.

(c) How to compute your Earmarked Asset Ratio. You must determine your Earmarked Asset Ratio each time you compute Earmarked Profit (Loss). If all your Loans and Investments are Earmarked Assets, your Earmarked Asset Ratio equals 100 percent. Otherwise, compute your Earmarked Asset Ratio using the following formula:

\[ \text{EAR} = \left( \frac{\text{EA}}{\text{LI}} \right) \times 100 \]

where:

\( \text{EA} \) = Earmarked Asset Ratio.
\( \text{EA} \) = Average Earmarked Assets (at cost) for the fiscal year or interim period.
\( \text{LI} \) = Average Loans and Investments (at cost) for the fiscal year or interim period.

(d) How to compute your Earmarked Profit (Loss) if Earmarked Asset Ratio is 100 percent. (1) (i) If your Earmarked Asset Ratio from paragraph (b) of this section is 100 percent, use the following formula to compute your Earmarked Profit (Loss):

\[ \text{EP} = \text{NI} + \text{IK} + \text{EME} \]

where:

\( \text{EP} \) = Earmarked Profit (Loss)
\( \text{NI} \) = Net Income (Loss), as reported on SBA Form 468 except as otherwise provided in this paragraph (d)(1)
\( \text{IK} \) = Unrealized Appreciation (Depreciation) on Earmarked Assets that you are distributing as an In-Kind Distribution under §107.1580
\( \text{EME} \) = Excess Management Expenses

(ii) For the purpose of determining Net Income (Loss), leverage fees paid to SBA and partnership syndication costs that you incur must be capitalized and amortized on a straight-line basis over not less than five years.

(2) “Excess Management Expenses” are those that exceed the following limit:

(i) For a full fiscal year, the limit is the lower of:
\( (\text{A}) \ 2.5 \text{ percent of your weighted average Combined Capital for the year, plus } \$125,000 \text{ if Combined Capital is below } \$20,000,000; \text{ or } \)

---

### Table: Calculation of Liquidity Ratio—Continued

<table>
<thead>
<tr>
<th>Financial account</th>
<th>Amount reported on SBA form 468</th>
<th>Weight</th>
<th>Weighted amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>(10) Anticipated operating expense for next 12 months</td>
<td>(1)</td>
<td>×1.00</td>
<td>............</td>
</tr>
<tr>
<td>(11) Anticipated interest expense for next 12 months</td>
<td>(1)</td>
<td>×1.00</td>
<td>............</td>
</tr>
<tr>
<td>(12) Contingent liabilities (guarantees)</td>
<td>..................................</td>
<td>×0.25</td>
<td>............</td>
</tr>
<tr>
<td>(13) Total Current Funds Required</td>
<td>..................................</td>
<td></td>
<td>B</td>
</tr>
</tbody>
</table>

*As determined by Licensee’s management under its business plan.*

Small Business Administration § 107.1520

(B) Your Management Expenses approved by SBA.

(ii) For less than a full fiscal year, you must prorate the annual amounts in paragraph (d)(2)(i) of this section to determine the limit.

(e) How to compute your Earmarked Profit (Loss) if Earmarked Asset Ratio is less than 100 percent. If your Earmarked Asset Ratio is less than 100 percent, compute your Earmarked Profit (Loss) as follows:

(1) Do the Earmarked Profit (Loss) computation in paragraph (d) of this section.

(2) Subtract your net realized gain (loss) (as reported on SBA Form 468) on Loans and Investments that are not Earmarked Assets.

(3) Separate the result from paragraph (e)(2) of this section into:

(i) Net realized gain (loss) (as reported on SBA Form 468) on Earmarked Assets (“EGL”); and

(ii) The remainder (“R”).

(4) Your Earmarked Profit (Loss) equals:

EGL + (R × Earmarked Asset Ratio)

(f) How to compute your cumulative Earmarked Profit (Loss). Sum your Earmarked Profit (Loss) for all fiscal years and for any interim period following the end of your last fiscal year. The total is your cumulative Earmarked Profit (Loss), which you must use in the Prioritized Payment computations under §107.1520.


§ 107.1520 How a Licensee computes and allocates Prioritized Payments to SBA.

This section tells you how to compute Prioritized Payments, Adjustments and Charges on Participating Securities and determine the amounts you must pay. To distribute these amounts, see §107.1540.

(a) How to compute Prioritized Payments and Adjustments—(1) Prioritized Payments. For a full fiscal year, the Prioritized Payment on an outstanding Participating Security equals the Redemption Price times the related Trust Certificate Rate. For an interim period, you must prorate the annual Prioritized Payment. If your Participating Security was sold to a short-term investor in accordance with §107.1240, the Prioritized Payment for the short-term period equals the Redemption Price times the short-term rate.

(2) Adjustments. Compute Adjustments using paragraph (f) of this section.

(3) Charges. Compute Charges in accordance with §107.1130(d)(2).

(b) Licensee’s obligation to pay Prioritized Payments, Adjustments and Charges. You are obligated to pay Prioritized Payments, Adjustments and Charges only if you have profit as determined in paragraph (d) of this section.

(1) Prioritized Payments that you must pay (or have already paid) because you have sufficient profit are “Earned Prioritized Payments”.

(2) Prioritized Payments that have not become payable because you lack sufficient profit are “Accumulated Prioritized Payments”. Treat all Prioritized Payments as “Accumulated” until they become “Earned” under this section.

(3) Adjustments (computed under paragraph (f) of this section) and Charges (computed under §107.1130(d)(2)) are “earned” according to the same criteria applied to Prioritized Payments.

(c) How to keep track of Prioritized Payments. You must establish three accounts to record your Accumulated and Earned Prioritized Payments:

(1) Accumulation Account. The Accumulation Account is a memorandum account. Its balance represents your Accumulated Prioritized Payments, unearned Adjustments and unearned Charges.

(2) Distribution Account. The Distribution Account is a liability account. Its balance represents your unpaid Earned Prioritized Payments, earned Adjustments and earned Charges.

(3) Earned Payments Account. The Earned Payments Account is a memorandum account. Each time you add to the Distribution Account balance, add the same amount to the Earned Payments Account. Its balance represents your total (paid and unpaid) Earned Prioritized Payments, earned Adjustments and earned Charges.