




LOS ANGELES DISTRICT OFFICE

Lender Ranking Report

7(a) and 504 Loan Programs

Fiscal Year 2017 - 2nd Quarter (YTD)

(10/01/2016 - 03/31/2017)

| 7(a) Loan Program | | | | | | 504 Loan Program | | | | | |
|-------------------|---------------------------------|-----|--------------|---|----------------------------------|------------------|----------------------|--|--------------------------------|------------|----------------------|
| 1 | WELLS FARGO BANK, N.A. | 203 | \$70,087,500 | 60 | VALLEY ECONOMIC DEV. CORP.* | 4 | \$655,000 | 1 | CDC SMALL BUS. FINANCE CORP.* | 48 | \$74,442,000 |
| 2 | JPMORGAN CHASE BANK, N.A. | 149 | \$30,991,000 | 61 | PACIFIC WESTERN BANK | 3 | \$3,687,000 | 2 | BFC FUNDING | 36 | \$61,184,000 |
| 3 | BANK OF HOPE | 69 | \$47,769,500 | 62 | COMMERCIAL BANK OF CALIFORNIA | 3 | \$3,235,000 | 3 | CALIFORNIA STATEWIDE CDC | 36 | \$35,247,000 |
| 4 | U.S. BANK, N.A. | 60 | \$11,407,300 | 63 | UMPQUA BANK | 3 | \$2,679,000 | 4 | MORTGAGE CAP. DEV. CORP.* | 17 | \$25,603,000 |
| 5 | EAST WEST BANK | 53 | \$22,518,500 | 64 | CTBC BANK CORP. (USA). | 3 | \$1,486,000 | 5 | PACIFIC WEST CDC | 11 | \$12,071,000 |
| 6 | COMMONWEALTH BUSINESS BANK | 42 | \$36,694,000 | 65 | FIRST-CITIZENS BANK & TRUST CO. | 3 | \$1,332,000 | 6 | SOUTHLAND ECONOMIC DEV. CORP. | 7 | \$4,155,000 |
| 7 | PACIFIC CITY BANK | 42 | \$29,960,700 | 66 | PCR SMALL BUSINESS DEVELOPMENT* | 3 | \$345,000 | 7 | SO CAL CDC | 6 | \$6,416,000 |
| 8 | OPEN BANK | 31 | \$30,091,500 | 67 | PINNACLE BANK | 2 | \$4,577,000 | 8 | COASTAL BUSINESS FINANCE | 4 | \$2,528,000 |
| 9 | COMMUNITY BANK | 29 | \$25,397,000 | 68 | GRANDPOINT BANK | 2 | \$2,272,000 | 9 | AMPAC TRI-STATE CDC, INC. | 3 | \$3,515,000 |
| 10 | FIRST HOME BANK | 28 | \$9,145,000 | 69 | BENEFICIAL BANK | 2 | \$1,050,700 | 10 | CAPITAL ACCESS GROUP, INC. | 2 | \$2,857,000 |
| 11 | COMERICA BANK | 24 | \$2,718,000 | 70 | CAPITAL BANK | 2 | \$840,000 | 11 | ADVANTAGE CDC | 2 | \$2,105,000 |
| 12 | INDEPENDENCE BANK | 24 | \$2,125,000 | 71 | BYLINE BANK | 2 | \$670,000 | 12 | BAY AREA EMPLOYMENT DEV. CO. | 2 | \$1,260,000 |
| 13 | CELTIC BANK CORPORATION | 23 | \$7,565,900 | 72 | CUSTOMERS BANK | 2 | \$604,000 | 13 | SUPERIOR CA ECONOMIC DEV. | 1 | \$2,002,000 |
| 14 | UNITI BANK | 21 | \$22,951,000 | 73 | THE BANCORP BANK | 2 | \$475,000 | 14 | MID STATE DEV. CORP. | 1 | \$514,000 |
| 15 | SEACOAST COMMERCE BANK | 21 | \$22,401,100 | 74 | BANK OF SANTA CLARITA | 2 | \$455,000 | 15 | ENTERPRISE FUNDING CORPORATION | 1 | \$442,000 |
| 16 | HANA SMALL BUS. LENDING INC. | 18 | \$16,102,000 | 75 | SAN DIEGO PRIVATE BANK | 2 | \$313,000 | 504 LOAN Grand Total | | 177 | \$234,341,000 |
| 17 | BOSTON PRIVATE BANK & TRUST CO. | 17 | \$2,660,000 | 76 | COMMERCEWEST BANK | 2 | \$250,000 | 7(a) LOAN TOTALS 1,241 Loans Valued at: \$661,674,800 | | | |
| 18 | LIVE OAK BANKING COMPANY | 14 | \$12,823,600 | 77 | UTAH COMMUNITY BANK | 1 | \$2,390,000 | | | | |
| 19 | US METRO BANK | 14 | \$9,823,900 | 78 | SANTA CRUZ COUNTY BANK | 1 | \$2,000,000 | | | | |
| 20 | HARVEST SMALL BUS. FINANCE LLC | 13 | \$21,832,600 | 79 | TEXAS CAP. BANK, N.A. | 1 | \$1,938,000 | | | | |
| 21 | CENTERSTONE SBA LENDING, INC. | 13 | \$21,007,000 | 80 | NEWTEK SMALL BUS. FINANCE INC. | 1 | \$1,460,000 | | | | |
| 22 | HANMI BANK | 13 | \$5,845,000 | 81 | EVOLVE BANK & TRUST | 1 | \$1,100,000 | | | | |
| 23 | CITIBANK, N.A. | 13 | \$1,275,000 | 82 | TECHNOLOGY CU | 1 | \$845,500 | | | | |
| 24 | ROYAL BUSINESS BANK | 12 | \$8,970,000 | 83 | WOORI AMERICA BANK | 1 | \$800,000 | | | | |
| 25 | FIRST GENERAL BANK | 12 | \$7,911,000 | 84 | OJAI COMMUNITY BANK | 1 | \$780,000 | | | | |
| 26 | CITY NATIONAL BANK | 10 | \$1,438,500 | 85 | CRF SMALL BUS. LOAN COMPANY, LLC | 1 | \$755,000 | | | | |
| 27 | PACE FINANCE CORP.* | 10 | \$1,320,000 | 86 | E-CENTRAL CU | 1 | \$700,000 | | | | |
| 28 | BANK OF THE WEST | 9 | \$6,840,300 | 87 | AMERICAS UNITED BANK | 1 | \$654,000 | 504 LOAN TOTALS 177 Loans Valued at: \$234,341,000 | | | |
| 29 | CALIFORNIA CU | 9 | \$2,812,000 | 88 | FIRST BANK FINANCIAL CENTRE | 1 | \$602,500 | | | | |
| 30 | MUFG UNION BANK, N.A. | 8 | \$9,970,600 | 89 | WORLD TRADE FINANCE, INC. | 1 | \$500,000 | | | | |
| 31 | AMERICAN RIVIERA BANK | 8 | \$1,821,500 | 90 | UNITED MIDWEST SAVINGS BANK | 1 | \$489,000 | | | | |
| 32 | FIRST CHOICE BANK | 7 | \$12,152,500 | 91 | FIRST FINANCIAL BANK | 1 | \$450,000 | | | | |
| 33 | PACIFIC PREMIER BANK | 7 | \$6,222,500 | 92 | MEADOWS BANK | 1 | \$419,000 | | | | |
| 34 | EVERTRUST BANK | 7 | \$6,010,000 | 93 | SPIRIT OF TEXAS BANK, SSB | 1 | \$410,700 | | | | |
| 35 | PLAZA BANK | 7 | \$5,087,500 | 94 | BAY COMMERCIAL BANK | 1 | \$375,000 | | | | |
| 36 | CALIFORNIA UNITED BANK | 7 | \$4,042,900 | 95 | PREMIER BUSINESS BANK | 1 | \$365,500 | | | | |
| 37 | CATHAY BANK | 7 | \$3,249,300 | 96 | FIRST COMMUNITY BANK | 1 | \$350,000 | | | | |
| 38 | STEARNS BANK, N.A. | 7 | \$2,213,800 | 97 | WALLIS STATE BANK | 1 | \$350,000 | COMBINED LOAN TOTALS 7(a) and 504 Loans 1,418 Loans Valued at: \$896,015,800.00 | | | |
| 39 | VENTURA COUNTY CU | 7 | \$1,798,400 | 98 | ALTAPACIFIC BANK | 1 | \$325,000 | | | | |
| 40 | CDC SMALL BUS. FINANCE CORP.* | 7 | \$1,180,300 | 99 | VISION ONE CU | 1 | \$270,000 | | | | |
| 41 | KINECTA FCU | 7 | \$621,000 | 100 | GOLDEN BANK, N.A. | 1 | \$177,000 | | | | |
| 42 | FIRST BANK | 6 | \$6,006,400 | 101 | FIRST COMMERCIAL BANK (USA) | 1 | \$150,000 | | | | |
| 43 | BANC OF CALIFORNIA, N.A. | 6 | \$5,239,000 | 102 | RABOBANK, N.A. | 1 | \$150,000 | | | | |
| 44 | SHINHAN BANK AMERICA | 6 | \$3,770,000 | 103 | PROFICIO BANK | 1 | \$130,600 | | | | |
| 45 | BANK OF AMERICA, N.A. | 6 | \$2,903,500 | 104 | COMMUNITY BANK OF THE BAY | 1 | \$126,000 | | | | |
| 46 | COMPASS BANK | 6 | \$1,342,600 | 105 | SIMMONS BANK | 1 | \$124,500 | | | | |
| 47 | HOMESTREET BANK | 5 | \$4,868,000 | 106 | BANNER BANK | 1 | \$100,000 | | | | |
| 48 | PACIFIC COMMERCE BANK | 5 | \$4,560,000 | 107 | PLUMAS BANK | 1 | \$80,000 | | | | |
| 49 | ZIONS BANK | 5 | \$3,065,000 | 7(a) LOAN Grand Total | | 1,241 | \$661,674,800 | | | | |
| 50 | FIVE STAR BANK | 5 | \$1,445,000 |  | | | | | | | |
| 51 | UNITED PACIFIC BANK | 4 | \$9,580,000 | | | | | | | | |
| 52 | PACIFIC ENTERPRISE BANK | 4 | \$9,530,000 | | | | | | | | |
| 53 | READYCAP LENDING, LLC | 4 | \$4,030,000 | | | | | | | | |
| 54 | UNITED BUSINESS BANK, F.S.B. | 4 | \$3,943,500 | | | | | | | | |
| 55 | MISSION VALLEY BANK | 4 | \$3,213,100 | | | | | | | | |
| 56 | INTERNATIONAL CITY BANK, N.A. | 4 | \$2,779,500 | | | | | | | | |
| 57 | GBC INTERNATIONAL BANK | 4 | \$2,356,000 | | | | | | | | |
| 58 | OPUS BANK | 4 | \$1,100,000 | | | | | | | | |
| 59 | MANUFACTURERS BANK | 4 | \$796,000 | | | | | | | | |

*Community Advantage Lenders