

**U.S. SMALL BUSINESS ADMINISTRATION – RICHMOND, VIRGINIA DISTRICT OFFICE
7(a) LOAN VOLUME BY LENDER
FY 04 YEAR-TO-DATE THROUGH 3/31/04**

SOURCE: U. S. Small Business Administration - Richmond, Virginia District Office.

| LENDER | # | \$ |
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| B B & T CO. OF VIRGINIA | 5 | \$1,081,500 |
| BANK OF AMERICA | 81 | \$2,090,800 |
| BANK OF SOUTHSIDE VIRGINIA, THE | 1 | \$80,000 |
| BANK OF TENNESSEE | 1 | \$85,000 |
| BORREGO SPRINGS BANK | 1 | \$690,000 |
| BUSINESS LENDERS LLC | 1 | \$1,260,000 |
| BUSINESS LOAN CENTER, THE | 13 | \$6,715,000 |
| C I T SMALL BUSINESS LENDING CORP. | 18 | \$9,892,900 |
| CAPITAL ONE FEDERAL SAVINGS BANK | 44 | \$1,925,000 |
| CITIZENS & FARMERS BANK | 13 | \$2,025,000 |
| COMERICA BANK | 1 | \$288,000 |
| COMMUNITY SOUTH BANK | 2 | \$946,000 |
| EAGLEBANK | 2 | \$702,000 |
| FIDELITY BANK, THE | 1 | \$90,000 |
| FIRST BANK AND TRUST CO., THE | 2 | \$365,000 |
| FIRST MARKET BANK, F. S. B. | 5 | \$1,730,000 |
| FIRST NATIONAL BANK | 2 | \$190,000 |
| FNB SALEM BANK AND TRUST, N. A. | 1 | \$300,000 |
| G E CAPITAL SMALL BUSINESS FINANCE | 2 | \$875,000 |
| GUARANTY BANK | 1 | \$100,000 |
| HERITAGE BANK AND TRUST | 8 | \$1,235,000 |
| HIGHLANDS UNION BANK | 1 | \$150,000 |
| HOME LOAN AND INVESTMENT BANK F.S.B. | 1 | \$650,000 |
| INNOVATIVE BANK | 40 | \$327,000 |
| MANUFACTURERS AND TRADERS TRUST | 1 | \$105,000 |
| MARATHON BANK | 9 | \$931,000 |
| MARSHALL NATIONAL BANK & TRUST COMPANY | 2 | \$477,000 |
| MILLENNIUM BANK, N. A. | 1 | \$650,000 |
| MONARCH BANK | 1 | \$40,000 |
| NARA BANK, NATIONAL ASSOCIATION | 2 | \$857,500 |
| NATIONAL BANK OF BLACKSBURG, THE | 1 | \$75,000 |
| NATIONAL BANK OF FREDERICKSBURG, THE | 2 | \$1,115,000 |
| NCB, FSB A/K/A NATIONAL COOPERATIVE BANK | 1 | \$750,000 |
| NEWTEK SMALL BUSINESS FINANCE INC. | 3 | \$1,498,000 |
| OLD POINT NATIONAL BANK OF PHOEBUS, THE | 1 | \$240,000 |
| PAGE VALLEY BANK, THE | 1 | \$25,000 |
| PEOPLES BANK OF VIRGINIA | 2 | \$380,000 |
| PITNEY BOWES SMALL BUSINESS LENDING LLC | 1 | \$800,000 |
| PNC BANK, NATIONAL ASSOCIATION | 2 | \$386,000 |
| POTOMAC BANK OF VIRGINIA | 1 | \$150,000 |
| PRESIDENTIAL BANK, FSB | 1 | \$680,165 |
| RESOURCE BANK | 14 | \$2,500,000 |
| SOUTHERN FINANCIAL BANK | 7 | \$2,074,400 |
| SOUTHTRUST BANK | 4 | \$363,000 |
| STEARNS BANK, N. A. | 2 | \$460,500 |
| SUNTRUST BANK | 12 | \$800,000 |

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| SURREY BANK & TRUST | 5 | \$532,000 |
| TOWNEBANK | 3 | \$777,272 |
| UNION BANK AND TRUST COMPANY | 1 | \$50,000 |
| UNITY BANK | 1 | \$490,000 |
| VIRGINIA HEARTLAND BANK | 1 | \$80,000 |
| WACHOVIA BANK, N.A. | 1 | \$60,000 |
| WACHOVIA SMALL BUSINESS CAPITAL | 6 | \$3,938,800 |
| ZIONS FIRST NATIONAL BANK | 1 | \$90,000 |
| TOTALS | 337 | \$55,168,837 |