

**ORANGE COUNTY / INLAND EMPIRE
DISTRICT OFFICE
FY 2019 LENDER RANKINGS
AS OF 02/28/19**



U.S. Small Business
Administration

TOP 3 LENDERS

#1 U.S. BANK, N.A.
74
\$19,063,700

#2 WELLS FARGO BANK, N.A.
52
\$16,989,600

#3 CDC SMALL BUSINESS FINANCE
39
\$22,781,400

| Rank | Lender Name | # of Loans | \$ Amount of Loans | Average \$/Loan |
|-------------|--|-------------------|---------------------------|------------------------|
| 1 | U.S. Bank, National Association | 74 | \$19,063,700 | \$257,618 |
| 2 | Wells Fargo Bank, National Association | 52 | \$16,989,600 | \$326,723 |
| 3 | CDC Small Business Finance Corporation | 39 | \$22,781,400 | \$584,138 |
| 4 | JPMorgan Chase Bank, National Association | 39 | \$12,482,800 | \$320,072 |
| 5 | Bank of Hope | 26 | \$12,204,500 | \$469,404 |
| 6 | First Home Bank | 24 | \$6,637,000 | \$276,542 |
| 7 | Business Finance Capital | 23 | \$19,916,000 | \$865,913 |
| 8 | Bank of the West | 20 | \$9,658,100 | \$482,905 |
| 9 | California Statewide Certified Development | 17 | \$16,147,000 | \$949,824 |
| 10 | Commonwealth Business Bank | 13 | \$10,886,000 | \$837,385 |
| 11 | Independence Bank | 13 | \$1,675,000 | \$128,846 |
| 12 | AMPAC Tri-State CDC, Inc. | 12 | \$17,617,000 | \$1,468,083 |
| 13 | MUFG Union Bank, National Association | 12 | \$17,187,000 | \$1,432,250 |
| 14 | Southland Economic Development Corporation | 11 | \$8,682,000 | \$789,273 |
| 15 | Live Oak Banking Company | 10 | \$16,512,500 | \$1,651,250 |
| 16 | Seacoast Commerce Bank | 10 | \$7,991,200 | \$799,120 |
| 17 | Mortgage Capital Development Corporation dba TMC Financing | 9 | \$8,502,000 | \$944,667 |
| 18 | Bank of America, National Association | 9 | \$3,979,300 | \$442,144 |
| 19 | Uniti Bank | 9 | \$2,712,000 | \$301,333 |
| 20 | Celtic Bank Corporation | 9 | \$2,172,300 | \$241,367 |
| 21 | First Choice Bank | 8 | \$13,147,000 | \$1,643,375 |
| 22 | Harvest Small Business Finance, LLC | 8 | \$12,214,400 | \$1,526,800 |
| 23 | US Metro Bank | 8 | \$10,872,700 | \$1,359,088 |
| 24 | So Cal CDC | 8 | \$7,108,000 | \$888,500 |
| 25 | Hanmi Bank | 8 | \$828,000 | \$103,500 |
| 26 | Zions Bancorporation, N.A. dba California Bank & Trust | 8 | \$761,000 | \$95,125 |
| 27 | Pacific Enterprise Bank | 7 | \$7,900,000 | \$1,128,571 |
| 28 | Open Bank | 7 | \$6,320,500 | \$902,929 |
| 29 | Pacific City Bank | 7 | \$4,562,000 | \$651,714 |
| 30 | American Business Bank | 7 | \$3,468,500 | \$495,500 |
| 31 | Stearns Bank National Association | 7 | \$3,349,000 | \$478,429 |
| 32 | Newtek Small Business Finance, Inc. | 7 | \$2,430,000 | \$347,143 |
| 33 | BSD Capital, LLC dba Lendistry | 7 | \$1,550,000 | \$221,429 |
| 34 | Readycap Lending, LLC | 6 | \$9,857,000 | \$1,642,833 |
| 35 | Crossroads Small Business Solutions, LLC | 6 | \$4,583,000 | \$763,833 |
| 36 | Cadence Bank, National Association | 6 | \$1,600,000 | \$266,667 |
| 37 | Umpqua Bank | 5 | \$4,697,400 | \$939,480 |
| 38 | CalPrivate Bank | 5 | \$4,463,800 | \$892,760 |
| 39 | EverTrust Bank | 5 | \$3,169,000 | \$633,800 |
| 40 | East West Bank | 5 | \$2,166,000 | \$433,200 |
| 41 | Five Star Bank | 5 | \$1,350,000 | \$270,000 |

| <i>Rank</i> | <i>Lender Name</i> | <i># of Loans</i> | <i>\$ Amount of Loans</i> | <i>Average \$/Loan</i> |
|-------------|---|-------------------|---------------------------|------------------------|
| 42 | United Midwest Savings Bank, National Assoc | 5 | \$735,000 | \$147,000 |
| 43 | Comerica Bank | 5 | \$555,000 | \$111,000 |
| 44 | Advantage Certified Development Corporation | 4 | \$6,401,000 | \$1,600,250 |
| 45 | Centerstone SBA Lending, Inc. | 4 | \$4,722,000 | \$1,180,500 |
| 46 | Byline Bank | 4 | \$4,365,000 | \$1,091,250 |
| 47 | First General Bank | 4 | \$1,198,000 | \$299,500 |
| 48 | Spirit of Texas Bank, SSB | 4 | \$893,500 | \$223,375 |
| 49 | Banner Bank | 4 | \$530,000 | \$132,500 |
| 50 | Pinnacle Bank | 3 | \$7,195,000 | \$2,398,333 |
| 51 | Commercial Bank of California | 3 | \$6,170,000 | \$2,056,667 |
| 52 | Poppy Bank | 3 | \$5,085,000 | \$1,695,000 |
| 53 | Hana Small Business Lending, Inc. | 3 | \$4,580,000 | \$1,526,667 |
| 54 | California International Bank, A National Banking Association | 3 | \$3,329,000 | \$1,109,667 |
| 55 | Manufacturers Bank | 3 | \$3,100,000 | \$1,033,333 |
| 56 | Pacific West Certified Development Corporation | 3 | \$2,772,000 | \$924,000 |
| 57 | American Continental Bank | 3 | \$2,650,000 | \$883,333 |
| 58 | Enterprise Funding Corporation | 3 | \$2,158,000 | \$719,333 |
| 59 | Pacific Premier Bank | 3 | \$2,133,500 | \$711,167 |
| 60 | GBC International Bank | 3 | \$2,093,400 | \$697,800 |
| 61 | CRF Small Business Loan Company, LLC | 3 | \$1,913,000 | \$637,667 |
| 62 | BankUnited, National Association | 3 | \$1,759,000 | \$586,333 |
| 63 | Kinecta FCU | 3 | \$606,000 | \$202,000 |
| 64 | NOA Bank | 2 | \$6,060,000 | \$3,030,000 |
| 65 | Sunwest Bank | 2 | \$5,914,000 | \$2,957,000 |
| 66 | The Bancorp Bank | 2 | \$5,262,000 | \$2,631,000 |
| 67 | Shinhan Bank America | 2 | \$4,283,000 | \$2,141,500 |
| 68 | Bay Area Employment Development Company | 2 | \$4,186,000 | \$2,093,000 |
| 69 | Pacific Alliance Bank | 2 | \$2,970,000 | \$1,485,000 |
| 70 | Beacon Business Bank, National Association | 2 | \$2,917,000 | \$1,458,500 |
| 71 | Rabobank, National Association | 2 | \$2,882,000 | \$1,441,000 |
| 72 | New Omni Bank, National Association | 2 | \$2,580,000 | \$1,290,000 |
| 73 | Berkshire Bank | 2 | \$2,380,000 | \$1,190,000 |
| 74 | First Bank | 2 | \$1,542,400 | \$771,200 |
| 75 | Cathay Bank | 2 | \$1,325,000 | \$662,500 |
| 76 | Citizens Bank | 2 | \$856,000 | \$428,000 |
| 77 | Pacific Mercantile Bank | 2 | \$840,000 | \$420,000 |
| 78 | Compass Bank | 2 | \$792,500 | \$396,250 |
| 79 | City National Bank | 2 | \$511,000 | \$255,500 |
| 80 | Pacific Western Bank | 1 | \$2,861,100 | \$2,861,100 |
| 81 | KeyPoint CU | 1 | \$825,000 | \$825,000 |
| 82 | Citizens Business Bank | 1 | \$823,000 | \$823,000 |
| 83 | First Savings Bank | 1 | \$745,000 | \$745,000 |
| 84 | International City Bank | 1 | \$710,000 | \$710,000 |
| 85 | CIT Bank | 1 | \$703,000 | \$703,000 |
| 86 | HomeStar Bank and Financial Services | 1 | \$670,000 | \$670,000 |
| 87 | First Bank Financial Centre | 1 | \$552,500 | \$552,500 |
| 88 | First Financial Bank | 1 | \$550,000 | \$550,000 |
| 89 | Stone Bank | 1 | \$488,800 | \$488,800 |
| 90 | Wallis Bank | 1 | \$433,000 | \$433,000 |
| 91 | United Business Bank | 1 | \$425,000 | \$425,000 |
| 92 | Florida Capital Bank, National Association | 1 | \$350,000 | \$350,000 |
| 93 | HomeStreet Bank | 1 | \$340,000 | \$340,000 |
| 94 | First Chatham Bank | 1 | \$262,000 | \$262,000 |
| 95 | PACE Finance Corporation | 1 | \$250,000 | \$250,000 |

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|-------------|--|-------------------|-----------------------------|-------------------------|
| 96 | Mission Valley Bank | 1 | \$250,000 | \$250,000 |
| 97 | Plumas Bank | 1 | \$212,000 | \$212,000 |
| 98 | CommerceWest Bank | 1 | \$150,000 | \$150,000 |
| 99 | Central Bank | 1 | \$133,600 | \$133,600 |
| 100 | Mega Bank | 1 | \$130,000 | \$130,000 |
| 101 | Bridge Bank, A Division of Western Alliance Bank | 1 | \$37,000 | \$37,000 |
| 102 | Citibank, N.A. | 1 | \$17,000 | \$17,000 |
| | <i>TOTALS:</i> | <i>702</i> | <i>\$462,356,000</i> | <i>\$658,627</i> |