

**ORANGE COUNTY / INLAND EMPIRE
DISTRICT OFFICE
FY 2019 LENDER RANKINGS
AS OF 09/30/19**



U.S. Small Business
Administration

TOP 3 LENDERS

#1 U.S. BANK, N.A.
207
\$34,621,800

#2 WELLS FARGO BANK, N.A.
132
\$33,518,200

#3 CDC SMALL BUSINESS FINANCE
107
\$55,190,900

| Rank | Lender Name | # of Loans | \$ Amount of Loans | Average \$/Loan |
|-------------|--|-------------------|---------------------------|------------------------|
| 1 | U.S. Bank, National Association | 207 | \$34,621,800 | \$167,255 |
| 2 | Wells Fargo Bank, National Association | 132 | \$33,518,200 | \$253,926 |
| 3 | CDC Small Business Finance Corporation | 107 | \$55,190,900 | \$515,803 |
| 4 | JPMorgan Chase Bank, National Association | 97 | \$23,346,000 | \$240,680 |
| 5 | Bank of Hope | 72 | \$28,262,000 | \$392,528 |
| 6 | Business Finance Capital | 67 | \$67,301,000 | \$1,004,493 |
| 7 | First Home Bank | 55 | \$13,489,000 | \$245,255 |
| 8 | California Statewide Certified Development | 45 | \$49,023,000 | \$1,089,400 |
| 9 | Bank of the West | 37 | \$22,557,400 | \$609,659 |
| 10 | Commonwealth Business Bank | 35 | \$27,567,000 | \$787,629 |
| 11 | MUFG Union Bank, National Association | 32 | \$35,760,000 | \$1,117,500 |
| 12 | Southland Economic Development Corporation | 32 | \$23,911,000 | \$747,219 |
| 13 | Mortgage Capital Development Corporation dba TMC Financing | 29 | \$29,862,000 | \$1,029,724 |
| 14 | Zions Bancorporation, N.A. dba California Bank & Trust | 27 | \$10,927,800 | \$404,733 |
| 15 | AMPAC Tri-State CDC, Inc. | 26 | \$32,163,000 | \$1,237,038 |
| 16 | Newtek Small Business Finance, Inc. | 25 | \$11,467,400 | \$458,696 |
| 17 | Independence Bank | 25 | \$3,325,000 | \$133,000 |
| 18 | Live Oak Banking Company | 23 | \$31,835,500 | \$1,384,152 |
| 19 | Umpqua Bank | 23 | \$15,460,600 | \$672,200 |
| 20 | Bank of America, National Association | 23 | \$12,836,100 | \$558,091 |
| 21 | Seacoast Commerce Bank | 22 | \$19,177,500 | \$871,705 |
| 22 | Hanmi Bank | 21 | \$4,819,000 | \$229,476 |
| 23 | Stearns Bank National Association | 20 | \$9,678,100 | \$483,905 |
| 24 | Harvest Small Business Finance, LLC | 18 | \$19,438,700 | \$1,079,928 |
| 25 | Celtic Bank Corporation | 17 | \$11,240,600 | \$661,212 |
| 26 | So Cal CDC | 16 | \$15,914,000 | \$994,625 |
| 27 | American Business Bank | 16 | \$7,962,500 | \$497,656 |
| 28 | Five Star Bank | 16 | \$3,327,000 | \$207,938 |
| 29 | First Choice Bank | 15 | \$19,542,700 | \$1,302,847 |
| 30 | Pacific City Bank | 15 | \$15,071,500 | \$1,004,767 |
| 31 | US Metro Bank | 15 | \$14,473,700 | \$964,913 |
| 32 | United Business Bank | 15 | \$5,038,000 | \$335,867 |
| 33 | Readycap Lending, LLC | 14 | \$15,329,000 | \$1,094,929 |
| 34 | East West Bank | 14 | \$6,549,000 | \$467,786 |
| 35 | Banner Bank | 14 | \$4,160,400 | \$297,171 |
| 36 | United Midwest Savings Bank, National Association | 14 | \$2,365,000 | \$168,929 |
| 37 | Comerica Bank | 14 | \$1,626,000 | \$116,143 |
| 38 | BSD Capital, LLC dba Lendistry | 13 | \$2,776,300 | \$213,562 |
| 39 | Cadence Bank, National Association | 12 | \$2,775,000 | \$231,250 |
| 40 | Centerstone SBA Lending, Inc. | 11 | \$14,539,000 | \$1,321,727 |
| 41 | Poppy Bank | 10 | \$19,118,200 | \$1,911,820 |

| <i>Rank</i> | <i>Lender Name</i> | <i># of Loans</i> | <i>\$ Amount of Loans</i> | <i>Average \$/Loan</i> |
|-------------|---|-------------------|---------------------------|------------------------|
| 42 | CalPrivate Bank | 10 | \$13,473,800 | \$1,347,380 |
| 43 | Open Bank | 10 | \$12,395,500 | \$1,239,550 |
| 44 | VelocitySBA, LLC | 10 | \$11,070,000 | \$1,107,000 |
| 45 | First Bank | 9 | \$5,560,800 | \$617,867 |
| 46 | Pacific Enterprise Bank | 8 | \$8,370,000 | \$1,046,250 |
| 47 | GBC International Bank | 8 | \$6,628,400 | \$828,550 |
| 48 | Advantage Certified Development Corporation | 7 | \$10,898,000 | \$1,556,857 |
| 49 | Commercial Bank of California | 7 | \$9,793,000 | \$1,399,000 |
| 50 | Compass Bank | 7 | \$7,992,500 | \$1,141,786 |
| 51 | Cathay Bank | 7 | \$7,917,000 | \$1,131,000 |
| 52 | Enterprise Funding Corporation | 7 | \$7,300,000 | \$1,042,857 |
| 53 | Manufacturers Bank | 7 | \$4,541,000 | \$648,714 |
| 54 | Sunwest Bank | 6 | \$11,853,200 | \$1,975,533 |
| 55 | Pacific Premier Bank | 6 | \$9,236,500 | \$1,539,417 |
| 56 | American Continental Bank | 6 | \$6,821,000 | \$1,136,833 |
| 57 | California International Bank, A National Banking Association | 6 | \$6,674,000 | \$1,112,333 |
| 58 | EverTrust Bank | 6 | \$4,054,000 | \$675,667 |
| 59 | Pacific Alliance Bank | 6 | \$3,745,000 | \$624,167 |
| 60 | Kinecta FCU | 6 | \$2,097,000 | \$349,500 |
| 61 | Hana Small Business Lending, Inc. | 5 | \$14,580,000 | \$2,916,000 |
| 62 | New Omni Bank, National Association | 5 | \$3,580,000 | \$716,000 |
| 63 | First General Bank | 5 | \$3,331,000 | \$666,200 |
| 64 | Seacoast National Bank | 5 | \$1,355,000 | \$271,000 |
| 65 | Spirit of Texas Bank, SSB | 5 | \$1,179,100 | \$235,820 |
| 66 | Beacon Business Bank, National Association | 4 | \$5,279,000 | \$1,319,750 |
| 67 | Mission Valley Bank | 4 | \$4,820,000 | \$1,205,000 |
| 68 | Byline Bank | 4 | \$4,365,000 | \$1,091,250 |
| 69 | Pacific Mercantile Bank | 4 | \$3,055,700 | \$763,925 |
| 70 | BankUnited, National Association | 4 | \$2,195,000 | \$548,750 |
| 71 | Main Street Launch | 4 | \$670,000 | \$167,500 |
| 72 | Pinnacle Bank | 3 | \$7,195,000 | \$2,398,333 |
| 73 | Rabobank, National Association | 3 | \$5,728,000 | \$1,909,333 |
| 74 | The Bancorp Bank | 3 | \$5,479,500 | \$1,826,500 |
| 75 | Shinhan Bank America | 3 | \$4,955,000 | \$1,651,667 |
| 76 | Pacific Western Bank | 3 | \$3,821,100 | \$1,273,700 |
| 77 | City National Bank | 3 | \$3,611,000 | \$1,203,667 |
| 78 | Berkshire Bank | 3 | \$3,430,000 | \$1,143,333 |
| 79 | Pacific West Certified Development Corporation | 3 | \$2,772,000 | \$924,000 |
| 80 | Atlantic Capital Bank, National Association | 3 | \$2,050,000 | \$683,333 |
| 81 | CRF Small Business Loan Company, LLC | 3 | \$1,913,000 | \$637,667 |
| 82 | Citibank, N.A. | 3 | \$1,063,000 | \$354,333 |
| 83 | PromiseOne Bank | 2 | \$6,060,000 | \$3,030,000 |
| 84 | First Financial Bank | 2 | \$4,515,000 | \$2,257,500 |
| 85 | Bay Area Employment Development Company | 2 | \$4,186,000 | \$2,093,000 |
| 86 | First Chatham Bank | 2 | \$3,816,000 | \$1,908,000 |
| 87 | River Valley Bank | 2 | \$2,730,900 | \$1,365,450 |
| 88 | First Savings Bank | 2 | \$2,353,000 | \$1,176,500 |
| 89 | United Community Bank | 2 | \$1,565,000 | \$782,500 |
| 90 | EH National Bank | 2 | \$1,338,000 | \$669,000 |
| 91 | Citizens Bank | 2 | \$856,000 | \$428,000 |
| 92 | Stone Bank | 2 | \$662,800 | \$331,400 |
| 93 | Mega Bank | 2 | \$340,000 | \$170,000 |
| 94 | US Eagle FCU | 1 | \$5,000,000 | \$5,000,000 |
| 95 | American Plus Bank, National Association | 1 | \$5,000,000 | \$5,000,000 |

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|-------------|---|---------------------|-------------------------------|-------------------------|
| 96 | First IC Bank | 1 | \$4,750,000 | \$4,750,000 |
| 97 | T Bank, National Association | 1 | \$4,495,000 | \$4,495,000 |
| 98 | Summit State Bank | 1 | \$3,875,000 | \$3,875,000 |
| 99 | CIBC Bank USA | 1 | \$2,336,000 | \$2,336,000 |
| 100 | Touchmark National Bank | 1 | \$2,100,000 | \$2,100,000 |
| 101 | IncredibleBank | 1 | \$1,260,000 | \$1,260,000 |
| 102 | Evolve Bank & Trust | 1 | \$1,222,000 | \$1,222,000 |
| 103 | Bank of Southern California, National Association | 1 | \$1,035,000 | \$1,035,000 |
| 104 | California Bank of Commerce | 1 | \$1,000,000 | \$1,000,000 |
| 105 | KeyPoint CU | 1 | \$825,000 | \$825,000 |
| 106 | Citizens Business Bank | 1 | \$823,000 | \$823,000 |
| 107 | Southwestern National Bank | 1 | \$730,000 | \$730,000 |
| 108 | FirstBank | 1 | \$722,100 | \$722,100 |
| 109 | International City Bank | 1 | \$710,000 | \$710,000 |
| 110 | CIT Bank | 1 | \$703,000 | \$703,000 |
| 111 | HomeStar Bank and Financial Services | 1 | \$670,000 | \$670,000 |
| 112 | First Bank Financial Centre | 1 | \$552,500 | \$552,500 |
| 113 | First Foundation Bank | 1 | \$440,000 | \$440,000 |
| 114 | Wallis Bank | 1 | \$433,000 | \$433,000 |
| 115 | Superior California Economic Development, Inc. | 1 | \$372,000 | \$372,000 |
| 116 | Florida Capital Bank, National Association | 1 | \$350,000 | \$350,000 |
| 117 | HomeStreet Bank | 1 | \$340,000 | \$340,000 |
| 118 | Ventura County CU | 1 | \$260,000 | \$260,000 |
| 119 | PACE Finance Corporation | 1 | \$250,000 | \$250,000 |
| 120 | Plumas Bank | 1 | \$212,000 | \$212,000 |
| 121 | Woori America Bank | 1 | \$200,000 | \$200,000 |
| 122 | United Pacific Bank | 1 | \$200,000 | \$200,000 |
| 123 | Bank Rhode Island | 1 | \$175,000 | \$175,000 |
| 124 | Community Valley Bank | 1 | \$160,200 | \$160,200 |
| 125 | CommerceWest Bank | 1 | \$150,000 | \$150,000 |
| 126 | Central Bank | 1 | \$133,600 | \$133,600 |
| 127 | HSBC Bank USA, National Association | 1 | \$100,000 | \$100,000 |
| 128 | Flagstar Bank, FSB | 1 | \$50,000 | \$50,000 |
| 129 | Bridge Bank, A Division of Western Alliance Bank | 1 | \$37,000 | \$37,000 |
| 130 | Washington Trust Bank | 1 | \$18,000 | \$18,000 |
| | <i>TOTALS:</i> | <i>1,721</i> | <i>\$1,084,306,100</i> | <i>\$630,044</i> |