

**Minnesota Lender Activity  
FY 2019 as of 9/30/2019**

| LENDERS                                  | DOLLAR VALUE |
|--|--------------|
| Twin Cities-Metro Certified Development* | \$63,862,000 |
| Minnesota Business Finance Corporation*  | \$48,402,000 |
| SPEDCO*                                  | \$40,334,000 |
| Live Oak Banking Company                 | \$38,987,000 |
| Wells Fargo Bank, National Association   | \$33,501,600 |
| U.S. Bank, National Association          | \$29,494,900 |
| 21st Century Bank                        | \$28,275,400 |
| Old National Bank                        | \$25,927,300 |
| BankVista                                | \$24,978,600 |
| Byline Bank                              | \$18,843,500 |
| Falcon National Bank                     | \$16,183,900 |
| Choice Financial Group                   | \$16,029,800 |
| Platinum Bank                            | \$14,937,000 |
| Bremer Bank, National Association        | \$14,206,300 |
| Newtek Small Business Finance, Inc.      | \$13,636,500 |
| Sunrise Banks, National Association      | \$13,253,500 |
| Southeastern Minnesota 504 Develop*      | \$10,406,000 |
| Central Minnesota Development Co*        | \$8,934,000  |
| Minnwest Bank                            | \$8,302,700  |
| Frandsen Bank & Trust                    | \$7,459,500  |
| Prairieland Economic Development Corp*   | \$7,421,000  |
| Pioneer Bank                             | \$7,291,000  |
| Highland Bank                            | \$6,996,000  |
| Stearns Bank National Association        | \$6,744,700  |
| Woodlands National Bank                  | \$6,583,000  |

| LENDERS                                  | # OF LOANS |
|--|------------|
| U.S. Bank, National Association          | 208        |
| Wells Fargo Bank, National Association   | 136        |
| Minnesota Business Finance Corporation*  | 88         |
| Twin Cities-Metro Certified Development* | 66         |
| 21st Century Bank                        | 54         |
| BankVista                                | 52         |
| Old National Bank                        | 51         |
| Sunrise Banks, National Association      | 50         |
| Northeast Entrepreneur Fund, Inc.        | 46         |
| SPEDCO*                                  | 44         |
| Security Bank USA                        | 44         |
| Bremer Bank, National Association        | 43         |
| Choice Financial Group                   | 39         |
| Falcon National Bank                     | 32         |
| Highland Bank                            | 29         |
| Stearns Bank National Association        | 27         |
| Frandsen Bank & Trust                    | 22         |
| Live Oak Banking Company                 | 21         |
| First Home Bank                          | 20         |
| Associated Bank, National Association    | 20         |
| Platinum Bank                            | 19         |
| Southeastern Minnesota 504 Develop*      | 18         |
| Byline Bank                              | 16         |
| Minnwest Bank                            | 16         |
| Prairieland Economic Development Corp*   | 16         |

\* 504 companies (all others are 7(a) guaranteed loans)

**Active Lenders**

54 lenders have one loan  
 32 lenders have two loans  
 17 lenders have three loans  
 14 lenders have four loans  
 62 lenders have five or more loans  
 179 lenders have loan guarantees

**Active Microlenders**

The eight microlenders that service Minnesota made 196 loans year-to-date. The total dollars loaned is \$4,149,594.77 with an average loan size of \$21,171.40. The average interest rate is 7.36% and the average loan maturity is 63.51 months.

| Loan Program   | Number      | Dollar               |
|--|-------------|----------------------|
| <b>504</b>   |             |                      |
| Sec. 504 - Loan Guarantees - Private Sector Financed | 258         | \$182,068,000.00     |
| 504 REFINANCE PROGRAM                                | 7           | \$6,228,000.00       |
| <b>504 Total</b>                                     | <b>265</b>  | <b>\$188,296,000</b> |
| <b>7A</b>  |             |                      |
| Community Advantage Initiative                       | 15          | \$2,261,100          |
| FA\$TRK (Small Loan Express)                         | 710         | \$53,825,400         |
| Guaranty   | 700         | \$410,132,600        |
| Revolving Line of Credit Exports - Sec. 7(a) (14)    | 7           | \$13,000,000         |
| Small General Contractors - Sec. 7(a) (9)            | 1           | \$1,000,000          |
| Standard Asset Based                                 | 11          | \$4,658,600          |
| Contract Guaranty                                    | 1           | \$1,500,000          |
| International Trade - Sec, 7(a) (16)                 | 1           | \$3,500,000          |
| <b>7A Total</b>                                      | <b>1446</b> | <b>\$489,877,700</b> |
| <b>Grand Total</b>                                   | <b>1711</b> | <b>\$678,173,700</b> |