

U.S. SMALL BUSINESS ADMINISTRATION - VIRGINIA DISTRICT OFFICE
LENDER RANKING by TOTAL NUMBERS

7(a) Loan Guaranties & 504 Debentures as of:			FY 2016		10/01/2015-11/30/2015			
LENDER		#	\$				#	\$
1	WELLS FARGO BANK NATL ASSOC	35	\$3,975,700		TOP LENDERS BY TOTAL NUMBERS (all lenders)			
2	CELTIC BANK CORPORATION	6	\$580,000	1.	WELLS FARGO BANK NATL ASSOC	35	\$3,975,700	
3	UNION BANK & TRUST	5	\$4,474,500	2.	CELTIC BANK CORPORATION	6	\$580,000	
4	MANUFACTURERS & TRADERS TR CO	4	\$1,679,800	3.	UNION BANK & TRUST	5	\$4,474,500	
5	EVV	4	\$580,000	4.	MANUFACTURERS & TRADERS TR CO	4	\$1,679,800	
6	FIRST BANK & TRUST COMPANY	3	\$5,191,000	5.	EVV	4	\$580,000	
7	BAYPORT CREDIT UNION	3	\$554,600					
8	STEARNS BK NATL ASSOC	3	\$404,500		COMMUNITY BANKS (LESS THAN \$500M IN ASSETS)		#	\$
9	FULTON BANK NATL ASSOC	2	\$1,150,000	1.	CELTIC BANK CORPORATION	6	\$580,000	
10	PNC BANK, NATIONAL ASSOCIATION	2	\$1,122,400	2.	WEST TOWN BANK & TRUST	1	\$1,800,000	
11	BANC OF CALIFORNIA NATL ASSOC	2	\$470,000	3.	HOME LOAN INVEST BANK F.S.B.	1	\$560,000	
12	LANGLEY FCU	2	\$280,000	4.	CORNERSTONE BANK NATL ASSOC	1	\$351,000	
13	WEST TOWN BANK & TRUST	1	\$1,800,000	5.	COMMUNITY CAP. BK OF VIRGINIA	1	\$350,000	
14	NEWTEK SMALL BUS. FINANCE INC.	1	\$1,606,000					
15	HANMI BANK	1	\$575,000					
16	SUNTRUST BANK	1	\$563,600		INTERMEDIATE BANKS (FROM \$500M to \$3.0B IN ASSETS)		#	\$
17	HOME LOAN INVEST BANK F.S.B.	1	\$560,000	1.	EVV	4	\$580,000	
18	VILLAGE BANK	1	\$458,000	2.	FIRST BANK & TRUST COMPANY	3	\$5,191,000	
19	CORNERSTONE BANK NATL ASSOC	1	\$351,000	3.	STEARNS BK NATL ASSOC	3	\$404,500	
20	COMMUNITY CAP. BK OF VIRGINIA	1	\$350,000	4.	VILLAGE BANK	1	\$458,000	
21	UNITED COMMUNITY BANK	1	\$347,000	5.	METRO CITY BANK	1	\$302,500	
22	FIRST-CITIZENS BANK & TRUST COMPANY	1	\$307,000					
23	METRO CITY BANK	1	\$302,500		MAJOR BANKS (MORE THAN \$3.0B IN ASSETS)		#	\$
24	ESSEX BANK	1	\$295,000	1.	WELLS FARGO BANK NATL ASSOC	35	\$3,975,700	
25	BBCN BANK	1	\$250,000	2.	UNION BANK & TRUST	5	\$4,474,500	
26	WASHINGTONFIRST BANK	1	\$200,000	3.	MANUFACTURERS & TRADERS TR CO	4	\$1,679,800	
27	FARMERS BANK	1	\$153,000	4.	FULTON BANK NATL ASSOC	2	\$1,150,000	
28	BANK OF FLOYD	1	\$100,000	5.	PNC BANK, NATIONAL ASSOCIATION	2	\$1,122,400	
29	AMER NATL BK & TR CO	1	\$94,000					
30	SURREY BANK & TRUST	1	\$90,000		CREDIT UNIONS		#	\$
31	FARMERS & MERCHANTS BANK	1	\$60,000	1.	BAYPORT CREDIT UNION	3	\$554,600	
32	CARDINAL BANK	1	\$50,000	2.	LANGLEY FCU	2	\$280,000	
33	TD BANK, NATIONAL ASSOCIATION	1	\$50,000					
34	BRANCH BK. & TR CO	1	\$36,700		CERTIFIED DEVELOPMENT COMPANIES (by Numbers)		#	\$
TOTAL 7(a) & 504 LOANS		93	\$29,061,300	1.	BUSINESS FINANCE GROUP, INC.	3	\$4,410,000	
				2.	TIDEWATER BUS. FINANCING CORP	3	\$1,268,000	
				3.	RAPPAHANNOCK ECONOMIC DEVEL CO	1	\$307,000	
				4.	REDC COMMUNITY CAPITAL GROUP, INC.	0		
					504 - FIRST TRUST LENDERS (by Numbers)		#	\$
				1.	UNION BANK & TRUST	2	\$5,215,696	
				2.	PNC BANK, NATIONAL ASSOCIATION	1	\$1,000,000	
				3.	FIRST-CITIZENS BANK & TRUST COMPANY	1	\$372,500	
				4.	ESSEX BANK	1	\$357,500	
				5.	FARMERS BANK	1	\$294,000	