

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

7(a) Loan Guaranties & 504 Debentures as of:			FY 2016		10/01/2015-10/31/2015	
LENDER		#	\$			
1	WELLS FARGO BANK NATL ASSOC	19	\$1,082,700	TOP LENDERS BY TOTAL NUMBERS (all lenders)		
2	UNION BANK & TRUST	4	\$4,424,500	1.	WELLS FARGO BANK NATL ASSOC	19
3	BAYPORT CREDIT UNION	3	\$554,600	2.	UNION BANK & TRUST	4
4	CELTIC BANK CORPORATION	3	\$270,000	3.	BAYPORT CREDIT UNION	3
5	BANC OF CALIFORNIA NATL ASSOC	2	\$470,000	4.	CELTIC BANK CORPORATION	3
6	MANUFACTURERS & TRADERS TR CO	2	\$375,000	5.	BANC OF CALIFORNIA NATL ASSOC	2
7	STEARNS BK NATL ASSOC	2	\$310,000			
8	LANGLEY FCU	2	\$280,000	COMMUNITY BANKS (LESS THAN \$500M IN ASSETS)		#
9	HANMI BANK	1	\$575,000	1.	CELTIC BANK CORPORATION	3
10	HOME LOAN INVEST BANK F.S.B.	1	\$560,000	2.	HOME LOAN INVEST BANK F.S.B.	1
11	VILLAGE BANK	1	\$458,000	3.	CORNERSTONE BANK NATL ASSOC	1
12	CORNERSTONE BANK NATL ASSOC	1	\$351,000	4	SURREY BANK & TRUST	1
13	UNITED COMMUNITY BANK	1	\$347,000			
14	METRO CITY BANK	1	\$302,500	INTERMEDIATE BANKS (FROM \$500M to \$3.0B IN ASSETS)		#
15	PNC BANK, NATIONAL ASSOCIATION	1	\$302,400	1.	STEARNS BK NATL ASSOC	2
16	BBCN BANK	1	\$250,000	2.	VILLAGE BANK	1
17	FIRST BANK & TRUST COMPANY	1	\$141,000	3.	METRO CITY BANK	1
18	AMER NATL BK & TR CO	1	\$94,000	4.	FIRST BANK & TRUST COMPANY	1
19	SURREY BANK & TRUST	1	\$90,000	5.	AMER NATL BK & TR CO	1
20	FARMERS & MERCHANTS BANK	1	\$60,000			
21	EVB	1	\$50,000	MAJOR BANKS (MORE THAN \$3.0B IN ASSETS)		#
TOTAL 7(a) & 504 LOANS		50	\$11,347,700	1.	WELLS FARGO BANK NATL ASSOC	19
				2.	UNION BANK & TRUST	4
				3.	BANC OF CALIFORNIA NATL ASSOC	2
				4.	MANUFACTURERS & TRADERS TR CO	2
				5.	HANMI BANK	1
				CREDIT UNIONS		#
				1.	BAYPORT CREDIT UNION	3
				2.	LANGLEY FCU	2
				CERTIFIED DEVELOPMENT COMPANIES (by Numbers)		#
				1.	BUSINESS FINANCE GROUP, INC.	3
				2.	TIDEWATER BUS. FINANCING CORP	0
				3.	RAPPAHANNOCK ECONOMIC DEVEL CO	0
				4.	REDC COMMUNITY CAPITAL GROUP, INC.	0
				504 - FIRST TRUST LENDERS (by Numbers)		#
				1.	UNION BANK & TRUST	2
				2.	FIRST BANK & TRUST COMPANY	1