



# CONNECTICUT DISTRICT OFFICE ANNUAL REPORT FISCAL YEAR 2015

Fiscal Year 2015 was one of major achievements. The U.S. Small Business Administration’s Connecticut District Office supported loans for over \$287 million dollars through its three main loan programs: the 7(a) Loan Guaranty Program, the Certified Development Company/504 Loan Program and the Micro-Loan Program. Additionally, over 37,800 clients were counseled and trained by the SBA and our resource partners – SCORE, the Connecticut Small Business Development Center, and our Women’s Business Centers in Hartford, Waterbury, and Stamford.

## SUCCESS

Guaranteed **644** loans totaling over **\$200** million through SBA’s flagship 7 (a) Loan Guaranty Program through 76 Lenders.

Supported **51** Certified Development Company **504** loans totaling over **\$86** million.

**39** businesses obtained **Micro Loans** totaling over **\$900,000** through our 3 micro lenders.

**20** Export Loans totaling **\$9** million.

**125** Minority Small Business Loans totaling over **\$53** million.

### Contract Awards to Connecticut Small Businesses (estimate):

- Small Business: **\$309** million
- Small Disadvantaged Businesses **\$54** million
- Hub Zone: **\$9** million
- 8(a): **\$39** million
- Veterans: **\$66** million
- Service Disabled Vet: **\$26** million
- Women **\$35** million

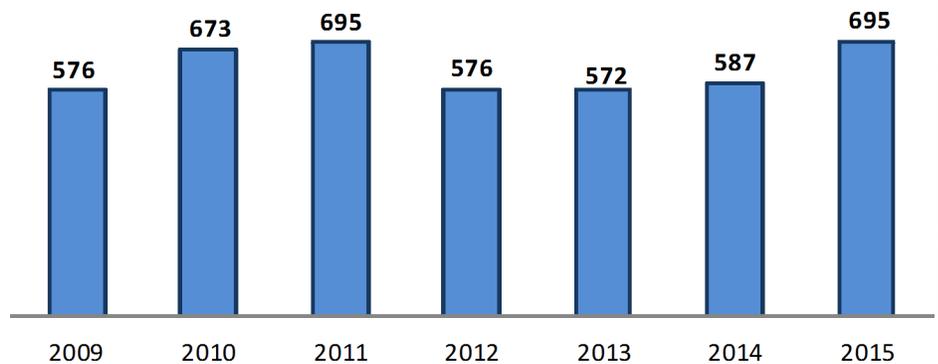
**Small Business Innovation Research Program** : **35** awards granted totaling over **\$13.5** million

**Small Business Investment Company Program**: 32 financing for 15 businesses for **\$64.5** million

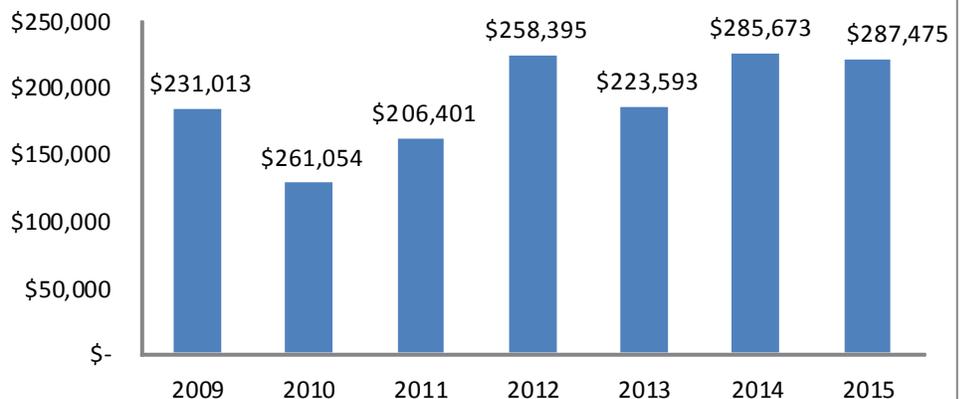
**Surety Bonding**: **61** bonds were issued for over **\$9** million

[www.sba.gov/ct](http://www.sba.gov/ct)

### Number of Loans



### Total Lending by Dollars



### Small Business Clients Counseled and Trained by:

<b>Small Business Development Centers</b>	<b>2,127</b>
<b>SBA Connecticut District Office</b>	<b>6,075</b>
<b>SCORE Chapters</b>	<b>26,566</b>
<b>Women’s Business Center</b>	<b>3,127</b>

**Total Clients Served 37,895**

<u>Lender of the Quarter</u>	<b>TOP SBA 7(a) LOAN GUARANTY LENDERS</b>	<b>Total Dollars</b>	<b># of Loans</b>	<b>TOP SBA 504 CERTIFIED DEVELOPMENT COMPANY</b>	<b>GROSS \$ AMOUNT</b>	<b># of LOANS</b>
Berkshire Bank	FARMINGTON BANK	\$5,525,800	66	COMMUNITY INVEST CORP	\$18,959,000	27
<b>NEW PREFERRED LENDERS</b>	WEBSTER BANK NATL ASSOC	\$14,758,400	57	NEW ENGLAND CERT. DEVEL CORP	\$14,324,000	18
	CITIZENS BANK NATL ASSOC	\$5,735,000	46	HOUSATONIC INDUST DEVEL CORP	\$1,498,000	3
	Ion Bank	WELLS FARGO BANK NATL ASSOC	\$20,196,300	45	BAY COLONY DEVEL CORP	\$1,283,000
<b>NEW EXPRESS LENDERS</b>	BERKSHIRE BANK	\$3,390,000	43	Ocean ST.BUS.DEVEL Authority	\$1,117,000	1
	TD BANK, NATIONAL ASSOCIATION	\$3,802,800	38	<b>TOTAL FOR ALL LENDERS</b>	<b>\$39,374,000</b>	<b>51</b>
Start Bank	NEWTEK SMALL BUS. FINANCE INC.	\$12,674,500	20			
Charter Oak FCU	CELTIC BANK CORPORATION	\$9,385,000	20	<b>TOP SBA 504 CDC 3rd PARTY LENDER NAME</b>	<b>Total Dollars</b>	<b># of Loans</b>
Torrington Savings Bank	FIRST NIAGARA BANK NATL ASSOC	\$3,660,500	19	Webster Bank, National Association	\$12,527,743	14
<b>Top 2015 SBA Lenders</b>	SIMSBURY BK & TR COMPANY INC.	\$2,478,000	18	Savings Bank of Danbury	\$2,047,500	5
	LIBERTY BANK	\$1,280,000	18	Savings Institute Bank and Trust Company	\$3,344,500	3
<b>Top 7(a) Lender by Volume</b>	JPMORGAN CHASE BANK NATL ASSOC	\$2,076,000	17	JPMorgan Chase Bank, National Association	\$2,525,300	3
	BANKWELL BANK	\$16,654,900	16	Farmington Bank	\$757,250	3
Farmington Bank	LIVE OAK BANKING COMPANY	\$8,407,000	14	People's United Bank	\$3,910,000	2
<b>Top Dollar Lender</b>	THOMASTON SAVINGS BANK	\$2,260,000	14	BankNewport	\$2,692,500	2
	MANUFACTURERS & TRADERS TR CO	\$2,440,000	12	Bank of America, National Association	\$1,462,479	2
Wells Fargo	UNITED BANK	\$1,724,100	12	Fairfield County Bank	\$1,450,000	2
<b>Top 504 CDC</b>	PEOPLE'S UNITED BANK NATL ASSO	\$2,968,000	11	Liberty Bank	\$1,253,000	2
	NORTHEAST BANK	\$9,269,600	10	Naugatuck Valley Financial Corp	\$1,050,000	2
Community Investment Corp	RADIUS BANK	\$4,629,000	10	United States Employment Development Center, LLC	\$6,285,000	1
<b>Top 504 3rd Party Lender of the Year by Dollar/Volume</b>	SAVINGS BANK OF DANBURY	\$4,021,300	10	Wells Fargo Bank, National Association	\$3,950,000	1
	SANTANDER BANK NATL ASSOC	\$610,000	10	Chelsea Groton Bank	\$1,881,850	1
<b>Webster Bank</b>	<b>Total for all Lenders</b>	<b>\$200,491,100</b>	<b>644</b>	Liberty SBF Fund 18, LLC	\$1,208,000	1
	<b>TOP MICRO LENDER NAME</b>	<b>Total Dollars</b>	<b># of Loans</b>	Patriot National Bank	\$741,000	1
<b>Top Minority Lender of the Year</b>	Community Economic Development Fund	\$386,500	16	Windsor Federal Savings & Loan Association	\$645,500	1
	Community Investment Corp	\$235,500	13	Ion Bank	\$395,000	1
Wells Fargo	Hartford Economic Development Corp	\$280,000	6	Northwest Community Bank	\$239,000	1
<b>Top Lender to Veterans</b>	Accion East dba ACCION USA, Inc.	\$10,240	1	United Bank	\$219,000	1
	<b>Total for all Micro Lenders</b>	<b>\$912,240</b>	<b>39</b>	Eastern Savings Bank	\$170,000	1
<b>Webster Bank</b>	<b>In Region I Connecticut Ranked:</b>					
	<b>#1 Greatest increase in loans supported to Underserved Markets with a 36% increase in Minority Lending</b>					
<b>Top Lender to Manufacturers</b>	<b>Loans to Native Americans up 150%</b>					
	<b>Loans to Asian Pacific Americans up 20%</b>					
Manufacturers & Traders Trust Co.	<b>Loans to African Americans 42%</b>					
	<b>Loans to Hispanics up 61%</b>					
<b>Top Micro Lender</b>	<b>Loans to Veterans up 24%</b>					
	<i>Thank you to all our lending, resource and community partners for a successful 2015 and for all your hard work on behalf of our Connecticut small businesses.</i>					
Community Economic Development Fund	<b>Total for all Lenders</b>					
						<b>\$48,891,194</b>
						<b>51</b>

