

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

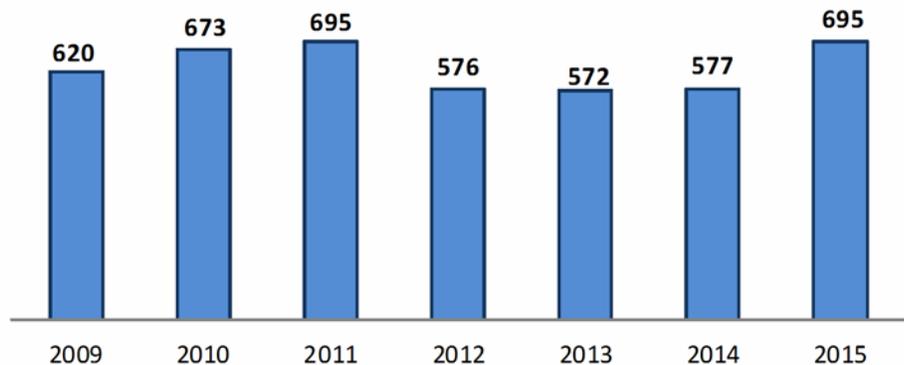
Small Business Innovation Research Program : **35** awards granted totaling over **\$13.5** million

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

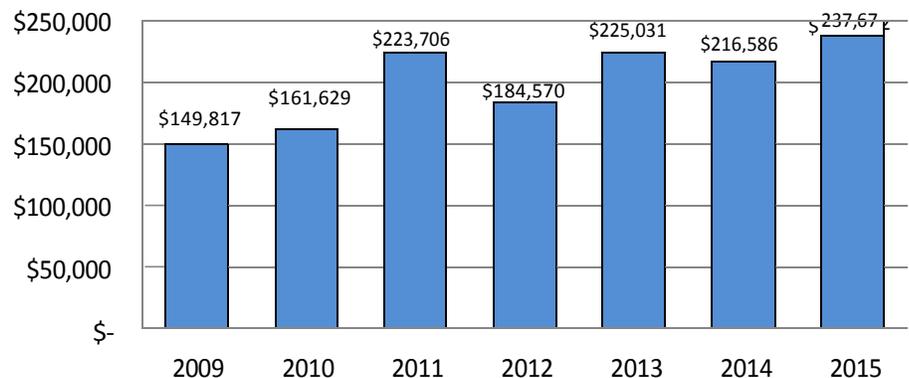
Surety Bonding: **61** bonds were issued for over **\$9** million

www.sba.gov/ct

Number of Loans



Total Lending by Dollars



Small Business Clients Counseled and Trained by:

Small Business Development Centers	2,127
SBA Connecticut District Office	6,075
SCORE Chapters	26,566
Women's Business Center	3,127

Total Clients Served **37,895**

<u>Lender of the Quarter</u>	TOP SBA 7(a) LOAN GUARANTY LENDERS	Total Dollars	# of Loans	TOP SBA 504 CERTIFIED DEVELOPMENT COMPANY	GROSS \$ AMOUNT	# of LOANS
Berkshire Bank	FARMINGTON BANK	\$5,525,800	66	COMMUNITY INVEST CORP	\$18,959,000	27
NEW PREFERRED LENDERS	WEBSTER BANK NATL ASSOC	\$14,758,400	57	NEW ENGLAND CERT. DEVEL CORP	\$14,324,000	18
Ion Bank	CITIZENS BANK NATL ASSOC	\$5,735,000	46	HOUSATONIC INDUST DEVEL	\$1,498,000	3
NEW EXPRESS LENDERS	WELLS FARGO BANK NATL ASSOC	\$20,196,300	45	BAY COLONY DEVEL CORP	\$1,283,000	2
Start Bank	BERKSHIRE BANK	\$3,390,000	43	Ocean ST.BUS.DEVEL Authority	\$1,117,000	1
Charter Oak FCU	TD BANK, NATIONAL ASSOCIATION	\$3,802,800	38	TOTAL FOR ALL LENDERS	\$39,374,000	51
Torrington Savings Bank	NEWTEK SMALL BUS. FINANCE INC.	\$12,674,500	20	TOP SBA 504 CDC 3rd PARTY LENDER NAME	Total Dollars	# of Loans
Top 2015 SBA Lenders	CELTIC BANK CORPORATION	\$9,385,000	20	Webster Bank, National Association	\$12,527,743	14
Top 7(a) Lender by Volume	FIRST NIAGARA BANK NATL ASSOC	\$3,660,500	19	Savings Bank of Danbury	\$2,047,500	5
Farmington Bank	SIMSBURY BK & TR COMPANY INC.	\$2,478,000	18	Savings Institute Bank and Trust Company	\$3,344,500	3
Top Dollar Lender	LIBERTY BANK	\$1,280,000	18	JPMorgan Chase Bank, National Association	\$2,525,300	3
Wells Fargo	JPMORGAN CHASE BANK NATL ASSOC	\$2,076,000	17	Farmington Bank	\$757,250	3
Top 504 CDC	BANKWELL BANK	\$16,654,900	16	People's United Bank	\$3,910,000	2
Community Investment Corp	LIVE OAK BANKING COMPANY	\$8,407,000	14	BankNewport	\$2,692,500	2
Top 504 3rd Party Lender of the Year by Dollar/Volume	THOMASTON SAVINGS BANK	\$2,260,000	14	Bank of America, National Association	\$1,462,479	2
Webster Bank	MANUFACTURERS & TRADERS TR CO	\$2,440,000	12	Fairfield County Bank	\$1,450,000	2
Top Minority Lender of the Year	UNITED BANK	\$1,724,100	12	Liberty Bank	\$1,253,000	2
Wells Fargo	PEOPLE'S UNITED BANK NATL ASSO	\$2,968,000	11	Naugatuck Valley Financial Corp	\$1,050,000	2
Top Lender to Veterans	NORTHEAST BANK	\$9,269,600	10	United States Employment Development Center, LLC	\$6,285,000	1
Webster Bank	RADIUS BANK	\$4,629,000	10	Wells Fargo Bank, National Association	\$3,950,000	1
Top Lender to Manufacturers	SAVINGS BANK OF DANBURY	\$4,021,300	10	Chelsea Groton Bank	\$1,881,850	1
Manufacturers & Traders Trust Co.	SANTANDER BANK NATL ASSOC	\$610,000	10	Liberty SBF Fund 18, LLC	\$1,208,000	1
Top Micro Lender	Total for all Lenders	\$200,491,100	644	Patriot National Bank	\$741,000	1
Community Economic Development Fund	TOP MICRO LENDER NAME	Total Dollars	# of Loans	Windsor Federal Savings & Loan Association	\$645,500	1
	Community Economic Development Fund	\$386,500	16	Ion Bank	\$395,000	1
	Community Investment Corp	\$235,500	13	Northwest Community Bank	\$239,000	1
	Hartford Economic Development Corp	\$280,000	6	United Bank	\$219,000	1
	Accion East dba ACCION USA, Inc.	\$10,240	1	Eastern Savings Bank	\$170,000	1
	Total for all Micro Lenders	\$912,240	39	Essex Savings Bank	\$136,572	1
	In Region I Connecticut Ranked:			Total for all Lenders	\$48,891,194	51
	#1 Greatest increase in loans supported to Underserved Markets with a 36% increase in Minority Lending					
	Loans to Native Americans up 150%					
	Loans to Hispanics up 61%					
	Loans to African Americans up 42%					
	Loans to Veterans up 24%					
	Loans to Women up 22%					
	Loans to Asian Pacific Americans up 20%					
	<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>					

