



# CONNECTICUT DISTRICT OFFICE ANNUAL REPORT FISCAL YEAR 2016

Fiscal Year 2016 was one of major achievements. The U.S. Small Business Administration’s Connecticut District Office supported loans for over \$284 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 30,000 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, Derby, and Stamford.

## SUCCESS

**Guaranteed 689 loans totaling \$202 million** through SBA’s flagship 7(a) Loan Guaranty Program through 69 Lenders

**Supported 55 Certified Development Company 504 loans totaling over \$81 million** through 5 CDCs

50 businesses obtained Micro Loans totaling over \$1.2 million through our 5 micro lenders

### Contract Awards to Connecticut Small Businesses (FY 15)

- Small Business: \$544 million
- Small Disadvantaged Businesses \$76 million
- Hub Zone: \$1.2 million
- 8(a): \$23.5million
- Veterans: \$87 million
- Service Disabled Vet: \$33 million
- Women \$51 million

**Small Business Innovation Research Program :** (FY 15) 73 awards granted to 46 firms totaling over \$32 million

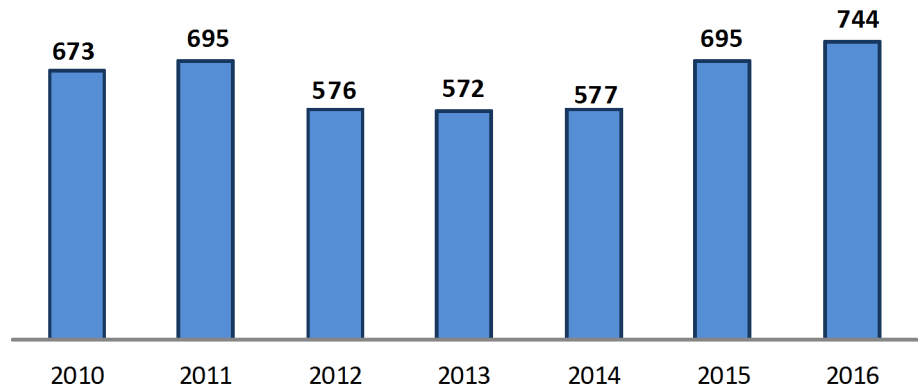
**Small Business Investment Company Program:** (FY 15) 32 financings to 15 businesses for \$64.5million

**Surety Bonding:** 94 bonds were issued for over \$25 million

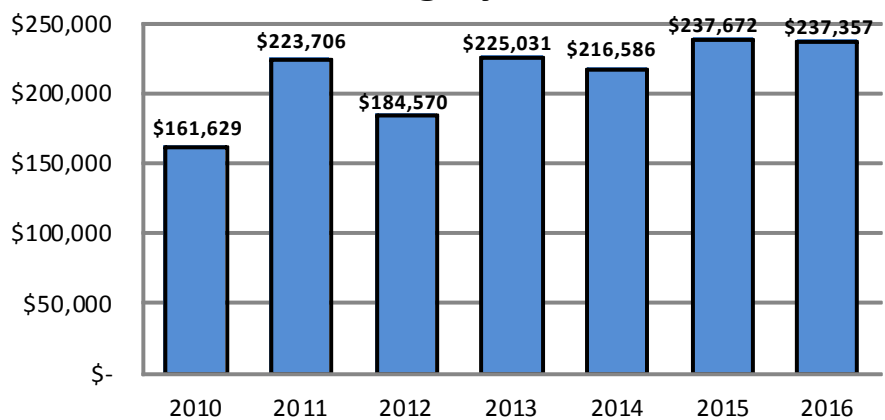
In FY 2016 SBA Loan Programs **Created and/or Retained over 6,500 jobs in Connecticut**

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

### Number of Loans 7a and 504



### Total Lending by Dollars 7a and 504



### Small Business Clients Counseled and Trained by:

<b>Small Business Development Centers</b>	<b>2,199</b>
<b>SBA Connecticut District Office</b>	<b>2,092</b>
<b>SCORE Chapters</b>	<b>24,229</b>
<b>Women’s Business Center</b>	<b>2,310</b>
<b>Total Clients Served</b>	<b>30,830</b>

**Top 2016 SBA Lenders**

**Top 7(a) Lender by Volume**

*Berkshire Bank*

**Top 7(a) Lender by Dollars**

*Newtek Small Business Finance*

**Top 504 CDC by Volume and by Dollars**

*Community Investment Corp*

**Top 504 3rd Party Lender of Volume and by Dollars**

*Savings Bank of Danbury*

**Top 504 3rd Party Lender by Volume**

*Webster Bank*

**Top SBA Micro Lender**

*Community Economic Development Fund*

**Top Lender to Women**

*Webster Bank*

**Top Lender to Minorities**

*Wells Fargo*

**Top Lender to Veterans**

*Wells Fargo*

**Top Lender to Exporters**

*M&T Bank*

**NEW PREFERRED LENDERS**

*Chelsea Groton Bank*



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<b>TOP 20 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	\$7,170,200	98	COMMUNITY INVEST CORP	\$22,951,000	35
WEBSTER BANK NATL ASSOC	\$21,151,500	88	NEW ENGLAND CERT. DEVEL CORP	\$8,964,000	14
WELLS FARGO BANK NATL ASSOC	\$13,793,500	46	HOUSATONIC INDUST DEVEL CORP	\$2,181,000	3
FARMINGTON BANK	\$3,757,000	39	Ocean ST.BUS.DEVEL Authority	\$1,472,000	2
TD BANK, NATIONAL ASSOCIATION	\$12,022,700	38	BAY COLONY DEVEL CORP	\$231,000	1
CITIZENS BANK NATL ASSOC	\$5,279,000	36	<b>TOTAL FOR ALL LENDERS</b>	<b>\$35,799,000</b>	<b>55</b>
MANUFACTURERS & TRADERS TR CO	\$7,326,100	32	<b>Top SBA 504 CDC 3rd Party Lender Name</b>	<b>Total Dollars</b>	<b># of Loans</b>
NEWTEK SMALL BUS. FINANCE INC.	\$21,961,200	27	Savings Bank of Danbury	8,007,500	6
UNITED BANK	\$2,946,000	18	Webster Bank, National Association	2,770,766	6
FIRST NIAGARA BANK NATL ASSOC	\$2,720,400	15	Bank of America, National Association	7,092,500	4
CELTIC BANK CORPORATION	\$9,297,000	14	Fairfield County Bank	5,522,500	4
SIMSBURY BK & TR COMPANY INC.	\$1,351,500	14	The Simsbury Bank & Trust Company, Inc.	1,636,325	3
ION BANK	\$6,977,100	13	Chelsea Groton Bank	1,288,761	3
JPMORGAN CHASE BANK NATL ASSOC	\$2,144,300	13	First Niagara Bank, National Association	1,909,500	2
LIBERTY BANK	\$1,400,000	13	Centreville Savings Bank	2,050,000	2
LIVE OAK BANKING COMPANY	\$7,226,000	12	People's United Bank	1,669,444	2
PEOPLE'S UNITED BANK NATL ASSO	\$3,862,400	12	JPMorgan Chase Bank, National Association	1,424,270	2
FIRST HOME BANK	\$2,275,000	11	The Guilford Savings Bank	795,543	2
BANKWELL BANK	\$7,116,800	10	Liberty Bank	701,900	2
THOMASTON SAVINGS BANK	\$1,460,000	9	Farmington Bank	605,800	2
<b>Total for all Lenders</b>	<b>\$201,558,200</b>	<b>689</b>	Connecticut Community Bank, National Association d/b/a Westport National Bank	1,667,500	1
<b>TOP MICRO LENDER NAME</b>	<b>Total Dollars</b>	<b># of Loans</b>	TD Bank, National Association	1,158,500	1
Community Economic Development Fund	\$357,304	16	Newtown Savings Bank	887,500	1
Community Investment Corp	\$370,947	14	Ion Bank	1,182,000	1
Accion East dba ACCION USA, Inc.	\$143,233	11	Rockville Bank	1,008,000	1
Hartford Economic Development Corp	\$267,000	8	Wells Fargo Bank, National Association	630,850	1
Community Capital New York, Inc.	\$50,000	1	Litchfield Bancorp	598,800	1
<b>Total for all Micro Lenders</b>	<b>\$1,188,484</b>	<b>50</b>	Citizens Bank, National Association	532,461	1
<p><b>Lenders of the Quarter—FY 16</b></p> <p><b>1st Quarter—M&amp;T Bank</b></p> <p><b>2nd Quarter—Webster Bank</b></p> <p><b>3rd Quarter—Newtek Small Business Finance, Inc.</b></p> <p><b>4th Quarter—TD Bank</b></p> <p><i>Thanks to all our lending, resource and community partners for a very successful 2016 and for all your hard work on behalf of our Connecticut small business community.</i></p>			Naugatuck Valley Savings & Loan	525,000	1
			Zions Bank, A Division of	437,500	1
			Thomaston Savings Bank	375,000	1
			Newtown Savings Bank	475,000	1
			Dime Bank	281,067	1
			Sector (SouthEastern Connecticut Enterprise)	159,000	1
			The Washington Trust Company of Westerly	127,500	1
			<b>Total for all Lenders</b>	<b>\$45,520,487</b>	<b>55</b>