



U.S. Small Business Administration

# CONNECTICUT DISTRICT OFFICE ANNUAL REPORT FISCAL YEAR 2018

Fiscal Year 2018 was one of major achievements. The U.S. Small Business Administration’s Connecticut District Office supported loans for over \$317 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 27,000 clients were counseled and/or trained by the SBA and our resource partners – SCORE, the Connecticut Small Business Development Center, our Women’s Business Centers located in Hartford, Derby, Stamford, and New London as well as the Veteran Business Outreach Center.

## SUCCESS

Guaranteed **739** loans totaling over **\$207** million through SBA’s flagship 7 (a) Loan Guaranty Program through 77 Lenders

Supported **72** Certified Development Company **504** loans totaling over **\$46** million through 4 CDCs

**53** businesses obtained Micro Loans totaling over **\$1** million through our 4 micro lenders

### Contract Awards to Connecticut Small Businesses (FY 17)

- Small Business: \$444 million
- Small Disadvantaged Businesses \$64 million
- Hub Zone: \$20 million
- 8(a): \$36 million
- Veterans: \$82 million
- Service Disabled Vet: \$51 million
- Women \$64 million

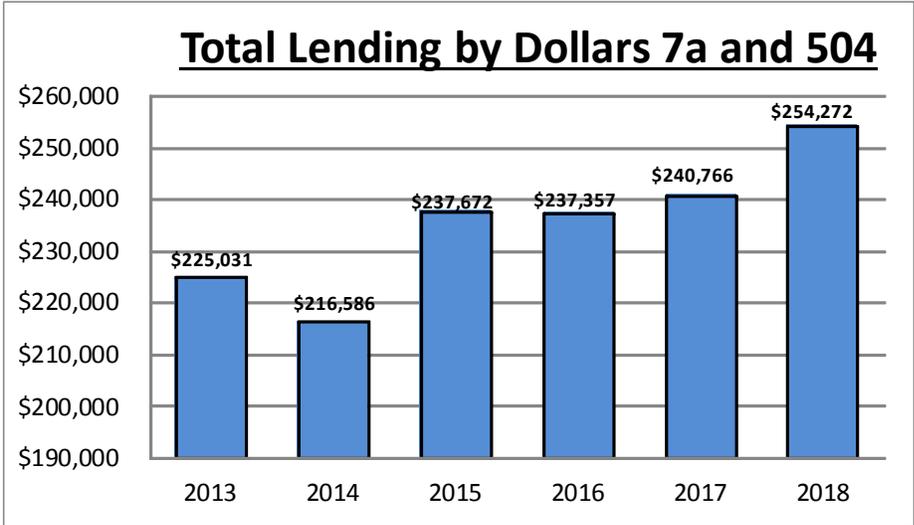
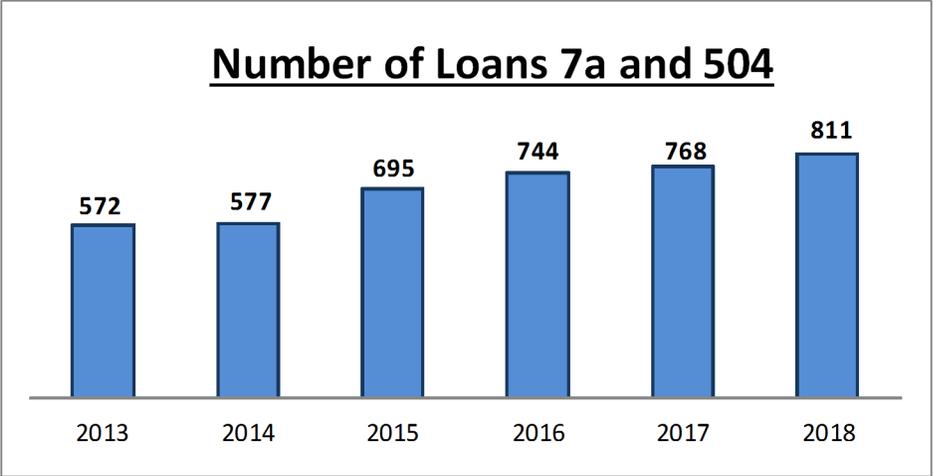
**Small Business Innovation Research Program :** (FY 17) 56 awards totaling over \$23 million

**Small Business Investment Company Program:** (FY 17) 22 financings to 8 businesses for \$28.9 million

**Surety Bonding Program:** (FY 18) 315 bonds were issued for over \$145 million

**In FY 2018 SBA Loan Programs Created and/or Retained** over 6,388 jobs in Connecticut

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Small Business Clients Counseled and Trained by:	
<b>Small Business Development Center</b>	<b>1,838</b>
<b>SBA Connecticut District Office</b>	<b>2,194</b>
<b>SCORE Chapters</b>	<b>19,164</b>
<b>Women’s Business Center</b>	<b>3,936</b>
<b>Veteran’s Business Outreach Center</b>	<b>74</b>
<b>Total Clients Served</b>	<b>27,206</b>

**Top 2018 SBA**

**Lenders**

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

TD Bank

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

Webster Bank

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

New England Certified Development Corp.

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

Webster Bank

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

Laurel Road Bank

**Top SBA Micro Lender by Volume and Dollars**

Community Economic Development Fund

**Top Lender to Women**

TD Bank

**Top Lender to Minorities**

TD Bank

**Top Lender to Veterans**

TD Bank

**Top Lender to Exporters**

Berkshire Bank

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TOP 20 SBA 7(a) LOAN GUARANTY LENDERS	Total Dollars	# of Loans	TOP SBA 504 CERTIFIED DEVELOPMENT COMPANY	GROSS \$ AMOUNT	# of LOANS
TD Bank, National Association	\$9,590,900	113	NEW ENGLAND CERT.DEVEL	\$33,489,000	38
Webster Bank, National Association	\$36,091,600	100	COMMUNITY INVEST CORP	\$12,462,000	30
Liberty Bank	\$5,077,500	59	HOUSATONIC INDUST DEVEL	\$694,000	3
Newtek Small Business Finance, Inc.	\$27,173,700	35	BAY COLONY DEVEL CORP	\$85,000	1
Manufacturers and Traders Trust Company	\$6,960,500	35	<b>TOTAL FOR ALL LENDERS</b>	<b>\$46,730,000</b>	<b>72</b>
Berkshire Bank	\$9,976,100	32	<i>Top SBA 504 CDC 3rd Party Lender Name</i>	<b>Total Dollars</b>	<b># of Loans</b>
Farmington Bank	\$3,425,900	32	Webster Bank, National Association	\$6,509,508	8
KeyBank National Association	\$8,992,200	24	Chelsea Groton Bank	\$3,228,425	7
Wells Fargo Bank, National Association	\$5,832,100	22	Savings Bank of Danbury	\$2,335,500	6
Celtic Bank Corporation	\$4,380,800	19	Farmington Bank	\$2,994,530	4
Independence Bank	\$1,880,000	17	Union Savings Bank	\$2,285,250	4
Newtown Savings Bank	\$4,766,800	15	Newtown Savings Bank	\$2,199,768	4
Citizens Bank, National Association	\$2,160,500	15	Liberty Bank	\$1,515,199	4
Jewett City Savings Bank	\$1,696,100	15	TD Bank, National Association	\$2,063,463	3
JPMorgan Chase Bank, National Association	\$1,435,500	12	Northwest Community Bank	\$1,875,000	3
Union Savings Bank	\$685,000	11	People's United Bank, National Association	\$874,814	3
Live Oak Banking Company	\$12,850,000	10	Ion Bank	\$1,971,000	2
Westport National Bank, A Division of	\$9,115,100	10	The Guilford Savings Bank	\$1,155,000	2
United Midwest Savings Bank, National	\$1,317,500	10	Fairfield County Bank	\$1,120,000	2
Community Investment Corporation	\$1,019,600	10	Columbia National Bank	\$1,037,500	2
<b>Total for all Lenders</b>	<b>\$207,542,100</b>	<b>739</b>	The Simsbury Bank & Trust Company, Inc.	\$912,500	2
<b>TOP MICRO LENDER NAME</b>	<b>Total Dollars</b>	<b># of Loans</b>	First County Bank	\$717,500	2
Community Economic Development Fund	\$604,500	26	Laurel Road Bank	\$11,300,000	1
Community Investment Corp	\$290,000	8	Connecticut Community Bank, National Association	\$5,419,200	1
Hartford Economic Development Corp	\$94,000	11	Thomaston Savings Bank	\$2,583,334	1
Accion East dba ACCION USA, Inc.	\$110,180	8	Newtek Business Services, Inc.	\$1,867,500	1
<b>Total for all Micro Lenders</b>	<b>\$1,098,680</b>	<b>53</b>	Centreville Savings Bank	\$2,215,495	1
<b>Lenders of the Quarter—FY 18</b>			Berkshire Bank	\$1,900,000	1
<b>1st Quarter—Newtown Savings Bank</b>			BayCoast Bank	\$1,105,850	1
<b>2nd Quarter—Jewett City Savings Bank</b>			Rockland Trust Company	\$749,000	1
<b>3rd Quarter—Community Investment Corp</b>			RBS Citizens, National Association	\$500,438	1
<b>4th Quarter—Key Bank</b>			John Marshall Bank	\$450,000	1
<b>Thanks to all our lending, resource and community partners for a very successful 2018 and for all your hard work on behalf of the Connecticut small business community.</b>			Eastern Savings Bank	\$390,000	1
			United Bank	\$252,500	1
			Freedom National Bank	\$101,486	1
			SouthEastern Connecticut Enterprise Region	\$78,500	1
			<b>Total for all Lenders</b>	<b>\$61,708,260</b>	<b>72</b>