

UNITED STATES SMALL BUSINESS ADMINISTRATION - NEW JERSEY DISTRICT OFFICE
LOAN VOLUME REPORT - 5 months
FY 2021 (Oct 1, 2020 thru Feb 28, 2021) vs FY 2019 (Oct 1, 2019 thru Feb 28, 2020)

7a Loans

FY21 YTD				FY20 YTD			
LENDER NAME	# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	LENDER NAME	# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1 TD Bank	56	\$15,987,000	\$285,482	1 TD Bank	190	\$19,510,500	\$102,687
2 M&T	20	\$4,219,300	\$210,965	2 M&T	39	\$5,881,900	\$150,818
3 WSFS	17	\$8,179,600	\$481,153	3 PNC	31	\$4,598,000	\$148,323
4 Wells Fargo	12	\$1,525,000	\$127,083	4 JP Morgan Chase	26	\$3,885,200	\$149,431
5 1St Colonial Comm Bank	10	\$8,538,400	\$853,840	5 Wells Fargo	26	\$3,610,100	\$138,850
6 Live Oak Banking Co	10	\$19,280,000	\$1,928,000	6 Fulton Bank	21	\$4,919,000	\$234,238
7 Berkshire Bank	9	\$7,402,000	\$822,444	7 Santander	20	\$1,946,800	\$97,340
8 Fulton Bank	9	\$6,938,000	\$770,889	8 Newtek	17	\$12,811,000	\$753,588
9 JPMorgan Chase	8	\$2,152,800	\$269,100	9 First Home Bank	15	\$4,548,800	\$303,253
10 Peapack-Gladstone Bank	8	\$10,190,000	\$1,273,750	10 Live Oak	14	\$14,059,000	\$1,004,214
11 Five Star Bank	7	\$2,115,000	\$302,143	11 Savoy Bank	13	\$8,756,200	\$673,554
12 Newbank	7	\$12,155,000	\$1,736,429	12 Berkshire Bank	11	\$14,048,000	\$1,277,091
13 Unity Bank	7	\$4,445,000	\$635,000	13 New Millennium Bank	11	\$5,245,000	\$476,818
14 1St Constitution Bank	6	\$5,280,000	\$880,000	14 Peapack-Gladstone Bank	11	\$9,535,000	\$866,818
15 Cadence Bank	6	\$1,379,500	\$229,917	15 Stearns Bank National As	10	\$2,530,700	\$253,070
16 Customers Bank	6	\$2,397,000	\$399,500	16 First Commerce Bank	8	\$4,296,500	\$537,063
17 First Home Bank	6	\$1,959,000	\$326,500	17 Newbank	8	\$3,760,000	\$470,000
18 New Millennium Bank	6	\$2,498,000	\$416,333	18 Citizens Bank	7	\$2,774,000	\$396,286
19 Newtek	6	\$5,105,000	\$850,833	19 Meridian Bank	7	\$8,880,000	\$1,268,571
20 PNC Bank	6	\$1,205,400	\$200,900	20 Republic Bank	7	\$9,775,000	\$1,396,429
21 Savoy Bank	6	\$6,670,000	\$1,111,667	21 Finwise Bank	6	\$7,129,000	\$1,188,167
22 Finwise Bank	5	\$6,344,000	\$1,268,800	22 Five Star Bank	6	\$1,290,000	\$215,000
23 Firstrust Savings Bank	5	\$6,089,000	\$1,217,800	23 Bank Of America	5	\$1,597,500	\$319,500
24 Meridian Bank	5	\$6,700,000	\$1,340,000	24 Bank Of Hope	5	\$717,000	\$143,400
25 Celtic Bank	4	\$10,531,600	\$2,632,900	25 United Midwest Savings I	5	\$728,000	\$145,600
26 Citizens Bank	4	\$1,381,000	\$345,250	26 Unity Bank	5	\$8,493,000	\$1,698,600
27 Dime Community Bank	4	\$5,950,000	\$1,487,500	27 1St Constitution Bank	4	\$3,550,000	\$887,500
28 First Bank	4	\$3,102,500	\$775,625	28 HSBC	4	\$9,250,000	\$2,312,500
29 First Bank Of The Lake	4	\$3,281,900	\$820,475	29 Lakeland Bank	4	\$2,405,000	\$601,250
30 Republic Bank	4	\$3,475,000	\$868,750	30 United Community Bank	4	\$1,704,000	\$426,000
31 Keybank	3	\$3,993,800	\$1,331,267	31 Celtic Bank Corporation	3	\$2,053,000	\$684,333
32 Magyar Bank	3	\$3,030,000	\$1,010,000	32 Columbia Bank	3	\$3,814,000	\$1,271,333
33 North State Bank	3	\$1,293,500	\$431,167	33 Pacific City Bank	3	\$402,000	\$134,000
34 Pacific Western Bank	3	\$2,562,000	\$854,000	34 Pacific Western Bank	3	\$2,704,000	\$901,333
35 Radius Bank	3	\$1,081,000	\$360,333	35 Provident Bank	3	\$1,125,000	\$375,000
36 Webster Bank	3	\$2,960,900	\$986,967	36 Spirit Of Texas Bank	3	\$830,200	\$276,733
37 Byline Bank	2	\$1,225,000	\$612,500	37 Tioga-Franklin Sav Bank	3	\$645,000	\$215,000
38 Citizens Bank	2	\$1,912,000	\$956,000	38 Cadence Bank	2	\$590,000	\$295,000
39 Columbia Bank	2	\$1,116,000	\$558,000	39 Connectone Bank	2	\$666,200	\$333,100
40 Connectone Bank	2	\$400,000	\$200,000	40 Financial Resources FCU	2	\$711,000	\$355,500
41 First Chatham Bank	2	\$6,057,500	\$3,028,750	41 First Bank	2	\$1,448,000	\$724,000
42 First Commerce Bank	2	\$409,000	\$204,500	42 First Savings Bank	2	\$300,000	\$150,000
43 First Savings Bank	2	\$1,607,000	\$803,500	43 Firstrust Savings Bank	2	\$1,750,000	\$875,000
44 Fountainhead Sbf Llc	2	\$1,601,000	\$800,500	44 Hometrust Bank	2	\$8,705,000	\$4,352,500
45 Harvest Small Business Fi	2	\$452,500	\$226,250	45 Incrediblebank	2	\$660,000	\$330,000
46 Incrediblebank	2	\$4,453,000	\$2,226,500	46 Kearny Bank	2	\$1,434,000	\$717,000
47 Parke Bank	2	\$877,000	\$438,500	47 Keybank	2	\$3,411,500	\$1,705,750
48 United Midwest Sav Bank	2	\$300,000	\$150,000	48 Merchants Bank Of India	2	\$1,233,800	\$616,900
49 Bank Of Hope	1	\$1,400,000	\$1,400,000	49 Metabank	2	\$5,525,000	\$2,762,500
50 Bcb Community Bank	1	\$1,000,000	\$1,000,000	50 Noah Bank	2	\$450,000	\$225,000
51 Brunswick Bank And Trus	1	\$2,040,000	\$2,040,000	51 OceanFirst Bank	2	\$2,356,000	\$1,178,000
52 Centric Bank	1	\$500,000	\$500,000	52 Patriot Bank	2	\$2,470,000	\$1,235,000
53 Colony Bank	1	\$560,000	\$560,000	53 Promiseone Bank	2	\$817,000	\$408,500
54 Cross River Bank	1	\$1,500,000	\$1,500,000	54 Radius Bank	2	\$1,875,400	\$937,700
55 Empire Financial Fcu	1	\$665,800	\$665,800	55 Regal Bank	2	\$861,500	\$430,750
56 Evolve Bank & Trust	1	\$445,300	\$445,300	56 Sturdy Savings Bank	2	\$2,817,600	\$1,408,800
57 Flushing Bank	1	\$150,000	\$150,000	57 Byline Bank	1	\$2,900,000	\$2,900,000

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58	Fund-Ex Solutions Group,	1	\$838,000	\$838,000	58	Capital One	1	\$2,877,000	\$2,877,000
59	Gulf Coast Bank And Trus	1	\$1,310,000	\$1,310,000	59	Centerstone Sba Lending	1	\$1,050,000	\$1,050,000
60	Haddon Savings Bank	1	\$350,000	\$350,000	60	Citizens Bank	1	\$792,000	\$792,000
61	Hanmi Bank	1	\$1,657,000	\$1,657,000	61	Cross River Bank	1	\$1,925,000	\$1,925,000
62	Immito, Llc	1	\$298,000	\$298,000	62	Customers Bank	1	\$5,000,000	\$5,000,000
63	Kearny Bank	1	\$757,000	\$757,000	63	Dime Community Bank	1	\$3,000,000	\$3,000,000
64	Keb Hana Bank	1	\$1,000,000	\$1,000,000	64	Eaglebank	1	\$700,000	\$700,000
65	Meadows Bank	1	\$482,000	\$482,000	65	First Chatham Bank	1	\$1,637,000	\$1,637,000
66	Metro City Bank	1	\$630,000	\$630,000	66	Haddon Savings Bank	1	\$2,168,000	\$2,168,000
67	Noah Bank	1	\$150,000	\$150,000	67	Independence Bank	1	\$150,000	\$150,000
68	Patriot Bank, National As	1	\$400,000	\$400,000	68	Magyar Bank	1	\$1,102,500	\$1,102,500
69	Provident Bank	1	\$650,000	\$650,000	69	Poppy Bank	1	\$1,255,000	\$1,255,000
70	Spirit Of Texas Bank, Ssb	1	\$183,400	\$183,400	70	Shinhan Bank America	1	\$150,000	\$150,000
71	Tioga-Franklin Sav Bank	1	\$350,000	\$350,000	71	First Natl Bank Of Elmer	1	\$900,000	\$900,000
72	Unibank	1	\$196,000	\$196,000	72	BB&T	1	\$250,000	\$250,000
73	Univest	1	\$2,800,000	\$2,800,000	73	Umpqua Bank	1	\$1,109,700	\$1,109,700
					74	Valley National Bank	1	\$400,000	\$400,000
					75	WSFS	1	\$850,000	\$850,000

Total 7(a)	334	\$232,119,700	\$694,969	Total 7 (a)	618	\$260,105,600	\$420,883
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COMMUNITY ADVANTAGE

LENDER NAME		# OF LOANS	FY21 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	LENDER NAME		# OF LOANS	FY20 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	RBAC	4	\$686,000	\$171,500	1	RBAC	6	\$955,000	\$159,167
2	Pursuit	1	\$125,000	\$125,000	2	Pursuit	2	\$235,000	\$117,500
					3	UCEDC	1	\$100,000	\$100,000
					4	Accion East, Inc.	1	\$90,000	\$90,000

TOTAL Community Advantage	5	\$811,000	\$162,200	TOTAL Community Advantage	10	\$1,380,000	\$138,000
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504 LOANS

Lender Name		# OF LOANS	FY21 YTD TOTAL \$ AMT OF SBA DEBENTURE	AVERAGE LOAN SIZE	Lender Name		# OF LOANS	FY20 YTD TOTAL \$ AMT OF SBA DEBENTURE	AVERAGE LOAN SIZE
1	RBAC	27	\$39,460,000	\$1,461,481	1	Pursuit	24	\$50,024,000	\$2,084,333
2	Pursuit	19	\$17,764,000	\$934,947	2	RBAC	24	\$58,103,000	\$2,420,958
3	UCEDC	5	\$6,405,000	\$1,281,000	3	Eastern American CDC	1	\$334,000	\$334,000
4	Eastern American CDC	1	\$326,000	\$326,000					

Total 504	52	\$63,955,000	\$1,229,904	Total 504	49	\$108,461,000	\$2,213,490
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Grand Total 7(a) & 504	391	\$296,885,700	\$759,298	Grand Total 7 (a) & 504	677	\$369,946,600	\$546,450
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MICROLENDER LOAN VOLUME REPORT

LENDER NAME		# OF LOANS	FY20 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	LENDER NAME		# OF LOANS	FY19 YTD TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	UCEDC	12	\$164,388	\$13,699	1	CBAC	21	\$545,000	\$25,952
2	RBAC	3	\$74,000	\$24,667	2	Finanta	12	\$29,600	\$2,467
3	Pursuit	4	\$130,000	\$32,500	3	RBAC	8	\$186,400	\$23,300
4	CBAC	4	\$115,000	\$28,750	4	Pursuit	6	\$170,000	\$28,333
					5	UCEDC	9	\$221,000	\$24,556
					6	Accompany Capital	1	\$5,000	\$5,000

Total Microlending	23	\$483,388	\$21,017	Total Microlending	57	\$1,157,000	\$20,298
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LOAN VOLUME REPORT - 5 months
FY 2021 (Oct 1, 2020 thru Feb 28, 2021) vs FY 2019 (Oct 1, 2019 thru Feb 28, 2020)

7a SUBPROGRAM RESULTS

EXPORT LOANS (Disbursed)

		FY20 YTD				FY19 YTD			
LENDER NAME		# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE	LENDER NAME		# OF LOANS	TOTAL \$ AMT OF LOANS	AVERAGE LOAN SIZE
1	Fulton Bank	1	\$2,000,000	\$2,000,000	1	HSBC	3	\$4,750,000	\$1,179,000
2	First Bank of the Lake	1	\$1,775,000	\$1,775,000	2	Finwise Bank	2	\$1,629,000	\$1,179,000
					3	Meridian Bank	1	\$2,400,000	\$2,400,000
Total Export Loans		1	\$2,000,000	\$2,000,000	Total Export Loans		6	\$8,779,000	\$1,463,167