



News Release

Portland District Office

Release Date: Oct. 19, 2017

Contact: [Sean Wilson](#) – 503-326-7251

[Melanie Norton](#) – 206-604-2957

Website: www.sba.gov/or

Follow: [Twitter](#), [Facebook](#), [Instagram](#) & [Blogs](#)

SBA Lending Activity in FY 2017 Shows Consistent Growth

In SBA Portland District, overall loan volume reaches \$529.5 million, up 16 percent; Nationally, 7(a) loan volume reaches more than \$25.44 billion, 504 loan totals continue to increase, minority lending reaches \$9.58 billion

PORTLAND, Ore. – The U.S. Small Business Administration (SBA) announces Fiscal Year 2017 (FY 2017) lending numbers showing increasing loan levels in small business lending through the 7(a) and 504 loan programs, as well as increases in lending to women, veterans and emerging communities.

“We can clearly see from our seventh straight year of record lending that we live in a region that thrives on innovation and runs on capital,” said SBA Portland District Director Martin Golden. “Access to capital is critical to the success of a small business. I am proud of the role the SBA Portland District Office, its resource partners and local lenders have in helping entrepreneurs get the capital they need.”

The following outlines national loan numbers and trends along with local lending highlights for the SBA Portland District, which serves Oregon and southwest Washington.

Nationally, the SBA approved more than 68,000 loans in the 7(a) and 504 loan programs during FY 2017. These programs provided more than \$30 billion to small businesses.

Locally in the SBA Portland District, the SBA approved a total of 1,035 loans in the 7(a) and 504 loan programs during FY 2017 totaling \$529.5 million, a 16 percent increase in loan volume.

SBA 7(a) Loan Program

The SBA’s flagship loan program, referred to as 7(a), provides small businesses with guaranteed loans covering the vast majority of small business needs including working capital, fixed and intangible asset financing, as well as refinance and export support through term and revolving loans.

During FY 2017, the 7(a) program supported a consistent number of loans – more than \$25.44 billion combined across 62,430 loans. The SBA continues to streamline and improve access to its loan program for small loans and emerging communities, delivering more than \$5 billion in smaller loans of \$350,000 or less in FY 2017.

In the SBA Portland District, the 7(a) program supported more than \$468.2 million combined across 967 loans with an average loan size of \$484,243. 48 percent of those loans were for \$150,000 or less, demonstrating the SBA Portland District commitment to supporting smaller businesses.

7(a) loan volume in the SBA Portland District went up 19 percent in FY 2017 compared to FY 2016.

SBA 504 Loan Program

504 loans provide small businesses with long-term fixed rate financing to acquire fixed assets, and are available through Certified Development Companies (CDCs), SBA's community-based partners. In FY 2017, the 504 program remained at zero subsidy and grew to \$5 billion in loan volume.

In the SBA Portland District, the 504 program provided \$61.3 million in loans to local small businesses.

National SBA Lending Trends

During FY 2017, SBA lending had a significant positive effect on businesses that have historically faced greater challenges in obtaining conventional loans.

Minority business owners received a record combined \$9.58 billion in 7(a) and 504 approved lending, or 31 percent of the SBA loan portfolio.

7(a) lending to **women-owned businesses** – both majority and minority owned – grew in total dollar and volume. FY 2017 lending exceeded \$7.5 billion, an increase of \$298 million from FY 2016.

FY 2017 504 lending to women-owned businesses reached \$955.2 million, a \$277 million increase over the previous fiscal year.

Loans to **veterans** totaled \$1.15 billion for 7(a) and 504 lending.

There has been yearly growth in SBA loan programs, reflecting the important role of its lending partners. In FY 2017, the SBA added 241 **new lenders** that have contributed to a healthy loan portfolio and one of the lowest loss rates in SBA history.

At the end of the fiscal year, the SBA launched its online lender referral tool **Lender Match**. Lender Match is an upgrade to LINC (Leveraging Information and Networks to access Capital). This tool helps connect small business borrowers with participating SBA lenders.

Lender Match is available to all SBA 7(a) lenders nationwide, including nonprofit lenders that offer free financial advice and specialize in micro lending, loans in the SBA Community Advantage program, and the SBA CDC/504 loan program. Lenders previously signed up for LINC will continue receiving referrals on the Lender Match platform.

SBA Portland District Lending Trends

During FY 2017, **minority-owned**, **women-owned**, and **veteran-owned** small businesses in the SBA Portland District received \$142 million, \$66.2 million and \$9.4 million, respectively. Lending to minority-owned and women owned business increased 33.7 percent and 50.5 percent respectively from FY 2016.

Microloans to small businesses through SBA microlending intermediaries totaled more than \$1 million via 143 loans.

The SBA **export** loan program helps American small businesses reach customers in the global market and compete on an equal footing in countries around the world. In the SBA Portland District totaling \$26.8 million went to local small businesses.

The following were the **top 10 industries** to receive SBA loans in the SBA Portland District by loan volume and loan numbers. Industries are categorized using North American Industry Classification System (NAICS) codes:

Top 10 Industries by Dollar Amount

1. Accommodation and Food Services - \$123 million
2. Retail Trade - \$82.7 million
3. Health Care & Social Assistance - \$ 51.9 million
4. Manufacturing - \$50.6 million
5. Professional, Scientific, & Tech Services - \$44.6 million
6. Other Services. (except Public Administration) - \$36.3 million
7. Construction - \$35.1 million
8. Real Estate & Rental & Leasing - \$23.6 million
9. Arts, Entertainment, & Recreation - \$13.2 million
10. Finance and Insurance - \$10.6 million

Top 10 Industries by Number of Loans

1. Accommodation and Food Services – 165
2. Retail Trade – 153
3. Construction – 120
4. Professional, Scientific, & Tech Services – 109
5. Health Care & Social Assistance – 96
6. Manufacturing – 94
7. Other Services. (except Public Administration) – 86
8. Wholesale Trade – 45
9. Administrative Support & Waste Management & Remediation Services – 35
10. Real Estate & Rental & Leasing – 32

The following were the **top 10 SBA lenders** in the SBA Portland District by loan volume and loan numbers:

Top 10 SBA Lenders by Dollar Amount

1. Wells Fargo Bank, National Association - \$50.5 million
2. Umpqua Bank - \$49.5 million
3. U.S. Bank National Association - \$41.6 million
4. Celtic Bank Corporation - \$34.9 million
5. KeyBank National Association - \$32 million
6. Evergreen Business Capital - \$30.9 million
7. Pacific Western Bank - \$28.9 million
8. Bank of the West - \$19.3 million
9. Northwest Business Development Association - \$14.8 million
10. Summit Bank - \$13.6 million

Top 10 SBA Lenders by Number of Loans

1. U.S. Bank National Association - 171
2. Wells Fargo Bank, National Association - 147
3. KeyBank National Association - 80
4. Banner Bank - 63
5. JPMorgan Chase Bank, National Association - 48
6. Umpqua Bank - 44

7. Evergreen Business Capital - 42
8. Celtic Bank Corporation - 35
9. Bank of the West - 27
10. Summit Bank – 25
Columbia State Bank - 25

SBA Disaster Loans

During FY 2017, the SBA approved 27,263 disaster loans for a total of \$1.7 billion. That total includes 24,121 home disaster loans for a total of \$1.3 billion and 3,142 business disaster loans for a total of \$296 million.

The SBA processed 84,705 home loan applications and 10,882 business disaster loan applications – a total of 95,587 disaster loan applications processed.

In the SBA Portland District, disaster loans are currently available for small nonfarm businesses in Clackamas, Jefferson, Linn, Marion, Polk, Wasco and Yamhill counties affected by the snow, freeze, frost, rain and flooding that occurred Dec. 8, 2016 – Feb. 25, 2017. For more information, visit www.sba.gov/disaster.

For more information about SBA loan programs, financial assistance and other services, visit www.sba.gov.

About the U.S. Small Business Administration

The U.S. Small Business Administration (SBA) was created in 1953 and since January 13, 2012 has served as a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. For more information visit www.sba.gov.

The **SBA Portland District** serves Oregon and southwest Washington with locations in Portland. SBA Portland District staff provide resources and services in three areas referred to as “the three C’s” – counseling, capital and contracting. Visit www.sba.gov/or for more information including resource partners, lenders, workshops, success stories and other resources to help business start, grow and succeed.

###