

SANTA ANA DISTRICT OFFICE
FY 2014 LENDER RANKINGS
AS OF 9/30/14



TOP 3 LENDERS

#1 U.S. BANK, N.A.
267
\$66,238,100

#2 WELLS FARGO BANK, N.A.
206
\$120,814,900

#3 JPMORGAN CHASE BANK, N.A.
173
\$25,742,800

Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	U.S. BANK NATIONAL ASSOCIATION	267	\$66,238,100	\$248,083
2	WELLS FARGO BANK NATL ASSOC	206	\$120,814,900	\$586,480
3	JPMORGAN CHASE BANK NATL ASSOC	173	\$25,742,800	\$148,802
4	CDC SMALL BUS. FINAN CORP	89	\$90,108,000	\$1,012,449
5	WILSHIRE BANK	44	\$10,676,500	\$242,648
6	COMPASS BANK	38	\$2,686,900	\$70,708
7	EAST WEST BANK	36	\$38,018,500	\$1,056,069
8	CALIFORNIA STATEWIDE CERT. DEV	30	\$24,503,000	\$816,767
9	CELTIC BANK CORPORATION	30	\$11,584,400	\$386,147
10	PLAZA BANK	26	\$25,357,500	\$975,288
11	MUFG UNION BANK NATL ASSOC	26	\$13,147,100	\$505,658
12	HANA SMALL BUS. LENDING INC.	25	\$23,722,000	\$948,880
13	PACIFIC W. CERT. DEVEL CORP	23	\$22,553,000	\$980,565
14	COMMONWEALTH BUSINESS BANK	23	\$20,284,000	\$881,913
15	SOUTHLAND ECONOMIC DEVEL CORP	22	\$9,715,000	\$441,591
16	BANK OF THE WEST	21	\$14,045,000	\$668,810
17	PACIFIC ENTERPRISE BANK	20	\$21,587,000	\$1,079,350
18	BBCN BANK	20	\$17,770,000	\$888,500
19	COMMUNITY BANK	20	\$16,310,500	\$815,525
20	PACIFIC CITY BANK	19	\$13,036,000	\$686,105
21	CAPITAL BANK	18	\$13,677,800	\$759,878
22	BUSINESS FINANCE CAPITAL	16	\$26,180,000	\$1,636,250
23	SECURITY BANK OF CALIFORNIA	16	\$11,970,200	\$748,138
24	MORTGAGE CAP. DEVEL CORP	15	\$17,651,000	\$1,176,733
25	SEACOAST COMMERCE BANK	15	\$10,898,000	\$726,533
26	CALIFORNIA BANK & TRUST	15	\$3,128,000	\$208,533
27	FIRST CHOICE BANK	14	\$20,763,500	\$1,483,107
28	ENTERPRISE FUNDING CORPORATION	14	\$13,820,000	\$987,143
29	CALIFORNIA UNITED BANK	14	\$7,845,200	\$560,371
30	CITIBANK, N.A.	14	\$4,344,000	\$310,286
31	COMMERCEWEST BANK	14	\$3,288,000	\$234,857
32	LIVE OAK BANKING COMPANY	13	\$15,001,500	\$1,153,962
33	AMPAC TRI-STATE CDC, INC.	12	\$12,012,000	\$1,001,000
34	BRIDGE BANK NATL ASSOC	11	\$7,225,400	\$656,855
35	LANDMARK CERT. DEVEL CORP	11	\$6,871,000	\$624,636
36	OPEN BANK	11	\$6,393,300	\$581,209
37	CITY NATIONAL BANK	11	\$2,378,000	\$216,182
38	UNITED LABOR BANK A FED. SAVIN	10	\$8,349,000	\$834,900
39	HANMI BANK	10	\$4,972,000	\$497,200
40	GBC INTERNATIONAL BANK	10	\$4,625,500	\$462,550
41	CDC SMALL BUS. FINAN CORP.	10	\$1,274,500	\$127,450
42	FIRST GENERAL BANK	9	\$9,329,500	\$1,036,611
43	UNITI BANK	9	\$8,870,500	\$985,611
44	BMO HARRIS BK NATL ASSOC	9	\$7,100,000	\$788,889
45	UMPQUA BANK	9	\$7,079,900	\$786,656
46	FIRST MOUNTAIN BANK	9	\$5,055,700	\$561,744
47	US METRO BANK	8	\$12,882,800	\$1,610,350



Los Angeles District Office

Lender Ranking Report

7(a) and 504 Loan Programs

Lender Ranking

Fiscal Year 2014 - 4th Quarter

(10/1/2013 - 9/30/2014)

7(a) Loan Program

1	JPMORGAN CHASE BANK, N.A.	407	\$ 81,776,400.00	50	THE BANK OF SANTA BARBARA	6	\$ 2,541,500.00	99	MONTEREY COUNTY BANK	1	\$ 2,550,000.00
2	U.S. BANK, N.A.	329	\$ 74,383,300.00	51	UMPQUA BANK	5	\$ 3,738,200.00	100	WEST TOWN BANK & TRUST	1	\$ 2,155,000.00
3	WELLS FARGO BANK, N.A.	319	\$ 171,979,600.00	52	PACIFIC COMMERCE BANK	5	\$ 2,055,000.00	101	AMER BUS. LENDING INC.	1	\$ 1,945,000.00
4	WILSHIRE BANK	153	\$ 58,051,600.00	53	RABOBANK, N.A.	5	\$ 1,313,700.00	102	WALLIS STATE BANK	1	\$ 1,720,000.00
5	PACIFIC CITY BANK	91	\$ 79,710,300.00	54	PCR SMALL BUSINESS DEVELOPMENT	5	\$ 580,000.00	103	SAN DIEGO PRIVATE BANK	1	\$ 1,702,000.00
6	EAST WEST BANK	89	\$ 51,729,500.00	55	WORLD TRADE FINANCE, INC.	4	\$ 5,650,000.00	104	COAST NATIONAL BANK	1	\$ 1,653,000.00
7	HANA SMALL BUS. LENDING INC.	68	\$ 60,994,000.00	56	PLUMAS BANK	4	\$ 4,040,400.00	105	PRIME ALLIANCE BANK	1	\$ 1,103,000.00
8	COMMONWEALTH BUSINESS BANK	59	\$ 47,267,000.00	57	PACIFIC PREMIER BANK	4	\$ 2,257,800.00	106	BANK OF COMMERCE	1	\$ 956,000.00
9	OPEN BANK	54	\$ 60,725,000.00	58	NEWTEK SMALL BUS. FINANCE INC.	4	\$ 1,850,000.00	107	FIRST COMMUNITY BANK	1	\$ 813,000.00
10	SEACOAST COMMERCE BANK	53	\$ 50,410,500.00	59	KEYPOINT CU	4	\$ 1,820,000.00	108	FIRST MOUNTAIN BANK	1	\$ 720,000.00
11	CELTIC BANK CORP.	41	\$ 19,206,600.00	60	BANK OF SANTA CLARITA	4	\$ 1,806,500.00	109	SANTA CRUZ COUNTY BANK	1	\$ 675,000.00
12	FIRST GENERAL BANK	38	\$ 31,096,000.00	61	AMERICANWEST BANK	4	\$ 1,418,000.00	110	SCE FCU	1	\$ 366,800.00
13	BBCN BANK	37	\$ 49,887,000.00	62	COMMERCEWEST BANK	4	\$ 1,050,000.00	111	AMERICAN BUSINESS BANK	1	\$ 350,000.00
14	GBC INTERNATIONAL BANK	33	\$ 24,585,500.00	63	CALIFORNIA CU	4	\$ 851,000.00	112	SPIRIT OF TEXAS BANK, SSB	1	\$ 347,600.00
15	UNITI BANK	31	\$ 27,954,000.00	64	TOMATOBANK, N.A.	4	\$ 850,000.00	113	INTERNATL CITY BANK, N.A.	1	\$ 250,000.00
16	PLAZA BANK	27	\$ 33,047,400.00	65	VENTURA COUNTY CU	4	\$ 293,100.00	114	CAPITALSPRING SBLC, LLC	1	\$ 237,000.00
17	FIRST CHOICE BANK	24	\$ 24,641,000.00	66	SUPERIOR FINANCIAL GROUP, LLC	4	\$ 203,500.00	115	BOSTON PRIVATE BK & TR CO	1	\$ 210,000.00
18	CALIFORNIA BANK & TRUST	23	\$ 4,561,100.00	67	CTBC BANK CORP. (USA).	3	\$ 6,074,000.00	116	PACIFIC WESTERN BANK	1	\$ 200,000.00
19	COMMUNITY BANK	22	\$ 21,802,000.00	68	COMERICA BANK	3	\$ 5,170,000.00	117	FINANCIAL PARTNERS CU	1	\$ 150,000.00
20	MUFG UNION BANK, N.A.	21	\$ 18,128,000.00	69	COMMERCIAL BANK OF CALIFORNIA	3	\$ 3,009,000.00	118	FIRST BANK	1	\$ 150,000.00
21	LIVE OAK BANKING COMPANY	18	\$ 20,866,500.00	70	VIBRA BANK	3	\$ 2,524,300.00	119	HSBC BK USA, N.A.	1	\$ 150,000.00
22	VALLEY ECONOMIC DEV. CORP.	17	\$ 2,530,000.00	71	MISSION VALLEY BANK	3	\$ 2,288,000.00	120	NEW OMNI BANK, N.A.	1	\$ 150,000.00
23	AMERICAN CONTINENTAL BANK	16	\$ 14,504,200.00	72	NATIONAL BANK OF CALIFORNIA	3	\$ 2,265,000.00	121	BANCO POPULAR NORTH AMERICA	1	\$ 125,000.00
24	CITY NATIONAL BANK	16	\$ 2,932,000.00	73	OPUS BANK	3	\$ 2,249,200.00	122	UNIBANK	1	\$ 91,000.00
25	ROYAL BUSINESS BANK	15	\$ 12,370,000.00	74	GRANDPOINT BANK	3	\$ 2,231,900.00	Grand Total 2428 \$1,321,898,500			
26	HANMI BANK	15	\$ 7,583,000.00	75	MEADOWS BANK	3	\$ 2,216,500.00	COMBINED LOAN TOTALS 7(a) and 504 Loans 2763 Loans Valued at \$1,640,231,500.00			
27	CATHAY BANK	15	\$ 5,751,800.00	76	STATE BK OF INDIA (CALIFORNIA)	3	\$ 1,905,000.00				
28	MANUFACTURERS BANK	14	\$ 17,113,000.00	77	EVERTRUST BANK	3	\$ 1,582,000.00				
29	INDEPENDENCE BANK	14	\$ 13,737,000.00	78	BANC OF CALIFORNIA, N.A.	3	\$ 1,503,500.00	504 LOAN PROGRAMS			
30	PACIFIC ENTERPRISE BANK	14	\$ 13,685,500.00	79	PREMIER BUSINESS BANK	3	\$ 555,000.00				
31	CALIFORNIA UNITED BANK	14	\$ 8,438,800.00	80	PACE FINANCE CORP.	3	\$ 390,000.00	1	CDC SMALL BUS. FINANCE CORP	100	\$ 97,024,000.00
32	BANK OF THE WEST	13	\$ 6,581,000.00	81	HERITAGE OAKS BANK	3	\$ 335,500.00	2	CALIFORNIA STATEWIDE CERT. DEV.	50	\$ 36,558,000.00
33	EH NATIONAL BANK	12	\$ 6,280,000.00	82	NOAH BANK	2	\$ 5,432,000.00	3	BFC	43	\$ 58,255,000.00
34	BANK OF AMERICA, N.A.	12	\$ 937,000.00	83	UNITED MIDWEST SAVINGS BANK	2	\$ 4,818,500.00	4	MORTGAGE CAP. DEVEL CORP	33	\$ 45,056,000.00
35	CITIBANK, N.A.	11	\$ 2,425,000.00	84	RIDGESTONE BANK	2	\$ 3,121,000.00	5	BAY AREA EMPLOYMENT DEV. CO	25	\$ 23,126,000.00
36	COMPASS BANK	11	\$ 815,000.00	85	SECURITY BANK OF CALIFORNIA	2	\$ 2,160,000.00	6	PACIFIC W. CERT. DEV. CORP.	14	\$ 8,863,000.00
37	PACIFIC MERCANTILE BANK	10	\$ 14,226,300.00	86	PAN AMERICAN BANK	2	\$ 1,550,000.00	7	LANDMARK CERT. DEV. CORP.	14	\$ 7,346,000.00
38	UNITED LABOR BANK	10	\$ 7,689,500.00	87	YADKIN BANK	2	\$ 1,402,000.00	8	SO CAL CDC	12	\$ 6,107,000.00
39	KINECTA FCU	10	\$ 4,330,100.00	88	WOORI AMERICA BANK	2	\$ 1,364,000.00	9	SOUTHLAND ECONOMIC DEV. CORP.	11	\$ 10,179,000.00
40	CDC SMALL BUS. FINANCE CORP.	10	\$ 1,046,700.00	89	COMMUNITY REINVESTMENT SB	2	\$ 1,257,000.00	10	AMPAC TRI-STATE CDC, INC.	9	\$ 11,178,000.00
41	GOLDEN PACIFIC BANK, N.A.	10	\$ 225,000.00	90	STEARNS BK, N.A.	2	\$ 1,211,000.00	11	GOLDEN STATE CDC	9	\$ 4,155,000.00
42	CAPITAL BANK	9	\$ 5,912,500.00	91	PREMIER VALLEY BANK	2	\$ 958,500.00	12	ADVANTAGE CERT. DEV. CORP.	6	\$ 3,283,000.00
43	US METRO BANK	9	\$ 4,991,500.00	92	PACOIMA DEVELOPMENT FCU	2	\$ 800,000.00	13	COASTAL BUSINESS FINANCE	6	\$ 2,448,000.00
44	UNITED PACIFIC BANK	8	\$ 16,526,000.00	93	AMER PLUS BANK, N.A.	2	\$ 727,500.00	14	ENTERPRISE FUNDING CORP.	2	\$ 1,764,000.00
45	THE BANCORP BANK	7	\$ 2,694,700.00	94	COUNTY COMMERCE BANK	2	\$ 350,000.00	15	CAPITAL ACCESS GROUP, INC.	1	\$ 2,991,000.00
46	COMMUNITY W. BANK, N.A.	7	\$ 1,536,800.00	95	COASTHILLS FCU	2	\$ 250,000.00	Grand Total 335 \$318,333,000.00			
47	BRIDGE BANK, N.A.	6	\$ 9,081,000.00	96	ALLIANT CU	1	\$ 2,915,500.00				
48	AMERICAS UNITED BANK	6	\$ 3,424,900.00	97	1ST SOURCE BANK	1	\$ 2,771,000.00				
49	PROAMERICA BANK	6	\$ 2,631,900.00	98	T BANK, N.A.	1	\$ 2,621,000.00				