

COLEMAN REPORT

The SBA Lender's Industry Information Source

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Bob Coleman, Editor

It's Official, SBA 7(a) Stimulus Works

SBA 7(a) Lending Up Well Over 100%

No matter what numbers you compare, the bottom line is the SBA 7(a) stimulus package of 90% federal government loan guaranties and the waiver of borrower fees is doing what it is supposed to do – getting capital to Main Street.

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During the past twelve months, 52,000 SBA 7(a) loans have been approved for \$12 billion. In the past quarter, 13,000 7(a) loans were approved for \$3.6 billion – a whopping 125% increase over last year's quarterly results when the stimulus package was approved in February 2009.

Leading the way was Wells Fargo, poised to become the nation's first billion dollar 7(a) lender this year with \$486 million for the first six months of the fiscal year ending March 31, 2009.

Last year we reported 75% of the top lenders had decreased 7(a) volume levels – many of them significant decreases. This year, only three of the top 50, six percent, had a volume decrease – and two of those were for negligible amounts of 2% and 5%.

New to the top ten are First Financial Bank of El Dorado, Arkansas (#7), Wilshire State Bank, Los Angeles, (#9) and Main Street Lender, Chevy Chase, Maryland (#10).



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Top 50 SBA 7(a) Lenders with Largest Percentage Increase in Loan Volume for Federal Government FYE 2010 Six Months Ending March 31, 2010

2010 2009
6 mo Year
Rank Rank

SBA 7(a) Percent
Loans Loan Approvals Increase

39	58	Pacific International Bank	Seattle	WA	55	\$30,991,900	2506%
24	372	Seacoast Commerce Bank	Chula Vista	CA	70	\$48,547,600	1967%
50	153	Indus American Bank	Iselin	NJ	39	\$24,287,500	1099%
27	169	Newtek Business Services	New York	NY	79	\$44,081,200	738%
28	61	Pacific City Bank	Los Angeles	CA	76	\$41,656,700	671%
7	14	First Financial Bank	El Dorado	AR	212	\$115,653,000	648%
3	9	JP Morgan Chase Bank	New York	NY	1,412	\$217,187,400	592%
33	34	Community Bank of Mississippi	Brandon	MS	93	\$35,642,000	555%
41	335	First International Bank	Reno	NV	29	\$30,066,600	530%
30	76	Metro City Bank	Doraville	GA	57	\$37,288,500	500%

Three banks broke into the top 50 without funding a loan in the first six months of last year's fiscal quarter

Metro Bank, Lemoyne, Pennsylvania (#45)

First Intercontinental Bank, Doraville, Georgia (#46)

Parke Bank, Sewell, New Jersey (#47)

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Past Six Quarters SBA 7(a) Loan Production

Federal Government Quarter Ending	Number of 7(a) Loans	7(a) Gross Loan Volume
3-31-10	13,000	\$3.6 billion
12-31-09	12,000	\$3.8 billion
9-30-09	15,000	\$2.3 billion
6-30-09	12,000	\$2.5 billion
3-31-09	8,000	\$1.6 billion
12-31-08	9,000	\$1.9 billion

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Top 50 SBA 7(a) Lenders for FYE 2010 Six Months Ending March 31, 2010

2010 Rank	2009 Rank	6 mo Year			#	SBA 7(a) Loan Approvals	Percent
1	1	Wells Fargo Bank	Minneapolis	MN	1,247	\$485,805,600	20%
2	4	Live Oak Bank	Wilmington	NC	231	\$244,610,000	281%
3	9	JP Morgan Chase Bank	New York	NY	1,412	\$217,187,400	592%
4	6	Excel National Bank	Beverly Hills	CA	233	\$176,790,065	412%
5	2	U.S. Bank	Minneapolis	MN	822	\$168,193,700	-2%
6	3	Compass Bank	Birmingham	AL	401	\$146,370,900	102%
7	14	First Financial Bank	El Dorado	AR	212	\$115,653,000	648%
8	7	The Huntington National Bank	Columbus	OH	504	\$104,690,620	21%
9	25	Wilshire State Bank	Los Angeles	CA	131	\$71,390,600	277%
10	21	Main Street Lender	Chevey Chase	MD	83	\$70,920,000	155%
11	30	Borrego Springs Bank	La Mesa	CA	465	\$70,692,400	338%
12	10	Zions Bank	Salt Lake City	UT	434	\$68,875,100	57%
13	17	United Central Bank	Garland	TX	131	\$68,255,900	216%
14	20	Fifth Third Bank	Cincinnati	OH	226	\$68,130,700	301%
15	8	PNC Bank	Pittsburgh	PA	204	\$66,442,700	-5%
16	11	BNB Bank	New York	NY	97	\$64,536,500	109%
17	26	Ridgestone Bank	Brookfield	WI	83	\$64,248,400	208%
18	12	BB&T Bank	Winston Salem	NC	265	\$61,751,800	43%
19	16	Manufactures & Traders Trust	Buffalo	NY	473	\$61,523,900	164%
20	15	Key Bank	Cleveland	OH	275	\$60,364,300	78%
21	27	Community South Bank	Adamsville	TN	87	\$53,291,000	177%
22	5	TD Commerce Bank	Portland	ME	235	\$50,495,100	-38%
23	53	Celtic Bank	Salt Lake City	UT	66	\$50,258,600	86%
24	372	Seacoast Commerce Bank	Chula Vista	CA	70	\$48,547,600	1967%
25	41	CIT Small Business Lending Group	Livingston	NJ	63	\$47,232,500	2%
26	73	Center Bank	Los Angeles	CA	78	\$44,322,500	494%
27	169	Newtek Business Services	New York	NY	79	\$44,081,200	738%
28	61	Pacific City Bank	Los Angeles	CA	76	\$41,656,700	671%
29	38	Suntrust Bank	Atlanta	GA	244	\$39,926,400	217%
30	76	Metro City Bank	Doraville	GA	57	\$37,288,500	500%
31	60	Pacific Enterprise Bank	Irvine	CA	51	\$36,713,700	497%
32	28	First Chatham Bank	Savannah	GA	39	\$36,169,600	109%
33	34	Community Bank of Mississippi	Brandon	MS	93	\$35,642,000	555%
34	45	First Colorado National Bank	Paoonia	CO	44	\$35,289,300	313%
35	48	United Western Bank	Denver	CO	52	\$34,167,000	378%
36	30	People's Bank	Bridgeport	CT	93	\$33,945,200	127%
37	74	First Western SBLC	Dallas	TX	31	\$32,787,700	395%
38	24	Glacier Bank	Kalispell	MT	146	\$31,776,300	128%
39	58	Pacific International Bank	Seattle	WA	55	\$30,991,900	2506%
40	39	Capitol Bancorp	Lansing	MI	75	\$30,294,900	174%
41	335	First International Bank	Reno	NV	29	\$30,066,600	530%
42	44	Plains State Bank	Humble	TX	24	\$28,910,000	142%
43	71	Bankasiana	Palisades Park	NJ	44	\$28,811,000	174%
44	260	Metro Bank	Lemoyne	PA	53	\$28,674,400	n/a
45	79	First Intercontinental Bank	Doraville	GA	52	\$27,749,000	n/a
46	n/a	Parke Bank	Sewell	NJ	25	\$26,325,900	n/a
47	40	Liberty Bank	Springfield	MO	98	\$25,485,021	178%
48	46	M&I Bank	Milwaukee	WI	88	\$24,843,600	69%
49	47	Bremer Bank	St. Paul	MN	57	\$24,537,200	62%
50	153	Indus American Bank	Iselin	NJ	39	\$24,287,500	1099%