

THE LIST

LARGEST SBA LENDERS IN THE GREATER SFV

Ranked by total value of loans awarded

EXECUTIVE SUMMARY

Below are the top fifty largest SBA Lenders who have loaned to the greater Valley area as determined by the local U.S. Small Business Administration office in Glendale. There were 628 loans awarded by these firms in the calendar year of 2010, totaling over \$243 Million. This comes out to an average of about \$26 Million a loan.

The largest lender was the Mortgage Capital Development Corp. with total lending of \$26.4 Million and the smallest was Newtek Small Business Finance, Inc. with a total of \$155,000. Total loan value was up 56% from 2009 due in part to the entrance of JP Morgan Chase Bank into the region.

— By Josh Dausch

THE PACESETTER

The SBA Lender with the largest total value of loans in 2010 was Mortgage Capital Development Corp. (TMC) with 24 awarded adding up to \$26.4 Million. TMC Development is headquartered in San Francisco and is also the No. 1 SBA Lender in the Northern California region. TMC has been in business for over 29 years, loaning a grand total of \$5.7 Bil-

lion to businesses in both California and Nevada. TMC tailors financing packages to meet SBA program guidelines and the credit capacity for each business. Most recently, TMC provided funding to a local meat packing facility, Ideal Meat & Provisions, Inc. in Northridge.

— By Josh Dausch

Rank	Lender name address	Total Value of Loans	No. Loans Awarded in 2010	Average SBA Loan Size	Headquarters	Top Local SBA Executive name title phone
1	Mortgage Capital Development Corp. 611 Front St. San Francisco, 94111	\$26,366,000	24	\$1,098,583	San Francisco	Barbara Morrison President (415) 989-8855
2	CDC Small Business Finance Corp. 80 S. Lake Ave. #528 Pasadena, 91101	\$20,609,000	24	\$858,708	San Diego	Dean Aloe Regional Loan Officer (626) 229-0611
3	EDF Resource Capital, Inc. 1050 Iron Point Rd. Folsom, 95630	\$18,160,000	23	\$789,565	Folsom	Jim Azevedo Business Development Officer (916) 962-3669
4	California Statewide Certified Development Corp. 1055 E Colorado Blvd. 5th Fl. Pasadena, 91106	\$17,877,000	25	\$715,080	Davis	Sasha Globa Director of Business Development (800) 982-9192
5	U.S. Bank National Association 9918 Hillbert St. 1st Fl. San Diego, 92131	\$15,876,800	35	\$453,623	San Diego	Eric Daniels National Sales Manager (858) 536-4545
6	Wells Fargo Bank, National Association 333 S. Grand St. 20th Fl. Los Angeles, 90071	\$15,137,300	64	\$236,520	San Francisco	Antonio Zate Regional Sales Manager (213) 253-3325
7	Excel National Bank 9701 Wilshire Blvd. Beverly Hills, 90212	\$12,830,200	18	\$712,789	Beverly Hills	Scott Muir Senior Vice President (310) 362-2030
8	Plaza Bank 19600 Fairchild Rd. #120 Irvine, 92612	\$8,251,100	10	\$825,110	Irvine	Shawn Cardin VP/SBA Sales Manager (949) 225-6120
9	Community Bank 790 East Colorado Blvd. Pasadena, 91101	\$7,699,900	16	\$481,244	Pasadena	Deborah Gallagher Senior Vice President (800) 788-9999
10	Borrego Springs Bank, N.A. 7777 Alvarado Rd. #501 La Mesa, 91941	\$7,551,500	11	\$686,500	La Mesa	William Ruhlman, II President/CEO (800) 722-5720
11	Celtic Bank Corp. 31255 Cedar Valley Dr. #207 Westlake Village, 91362	\$6,948,100	10	\$694,810	Salt Lake City, UT	Bradley Bybee Chief Lending Officer (818) 378-8999
12	Wilshire State Bank 3200 Wilshire Blvd. #510 Los Angeles, 90010	\$6,768,000	9	\$752,000	Los Angeles	Andrew Kim Senior Vice President (213) 637-9742
13	Center Bank 253 N. Western Ave. Los Angeles, 90004	\$5,939,500	19	\$312,605	Los Angeles	Jason Kim Sr VP, SBA Lending (213) 637-9622
14	County Commerce Bank 3260 Telegraph Rd. Ventura, 93003	\$5,636,500	12	\$469,708	Ventura	Joseph Kreutz President/CEO (805) 477-7602
15	Seacoast Commerce Bank 678 3rd Ave. #101 San Diego, 91910	\$4,960,000	7	\$708,571	Chula Vista	David Bartram Executive V.P. (619) 476-7776
16	JP Morgan Chase Bank 237 Park Ave. New York, 10017	\$4,479,600	62	\$72,252	New York, NY	Kevin Watters Business Banking (212) 270-6000
17	Pacific City Bank 3701 Wilshire Blvd. #402 Los Angeles, 90010	\$4,340,000	8	\$542,500	Los Angeles	Jung Chang President/CEO (213) 210-2000
18	National Bank Of California 145 S. Fairfax Ave. #400 Los Angeles, 90036	\$4,012,200	13	\$308,631	Los Angeles	Adrienne Caldwell Regional VP (818) 386-9234
19	Fullerton Community Bank, FSB 505 S. Villa Real #101A Anaheim Hills, 92807	\$2,723,100	5	\$544,620	Fullerton	Joan Earhart SVP/SBA Manager (714) 283-9000
20	Commonwealth Business Bank 5055 Wilshire Blvd. #100 Los Angeles, 90036	\$2,537,000	3	\$845,667	Los Angeles	David Um SBA Manager (213) 808-5003
21	Citibank, N.A. 11838 Bernardo Plaza Ct., #201A San Diego, 92128	\$2,400,000	6	\$400,000	New York, NY	Linda Cole Senior Vice President (760) 458-3989
22	Live Oak Banking Company 2605 Iron Gate Dr. #100 Wilmington, NC 28412	\$2,376,000	3	\$792,000	Wilmington, NC	Robin Harper SBA Loan Specialist (877) 890-5867
23	Merchant Bank - California National 1 Civic Plaza Dr. Carson, 90745	\$2,295,000	3	\$765,000	Carson	Daniel Roberts President (310) 549-4350
24	Pacific Enterprise Bank 17905 MacArthur Blvd. Irvine, 92614	\$2,266,600	3	\$755,533	Irvine	Richard Ganulin CEO (949) 623-7600
25	Open Bank 1000 Wilshire Blvd. #100 Los Angeles, 90017	\$2,251,000	3	\$750,333	Los Angeles	Peter An EVP & Chief Lending Officer (213) 892-9999
26	City National Bank 555 S. Flower St. Los Angeles, 90071	\$2,250,000	4	\$562,500	Los Angeles	James Wullschleger Manager, Business Banking (800) 773-7100
27	Gilmore Bank 15615 Alton Parkway #450 Irvine, 92618	\$2,242,800	6	\$373,800	Los Angeles	Andrew Adams VP/SBA Commercial Loan Officer (949) 271-6500

► Continued on page 16

THE LIST

LARGEST SBA LENDERS IN THE GREATER SFV

Ranked by total value of loans awarded

Continued from page 14

Rank	Lender name address	Total Value of Loans	No. Loans Awarded in 2010	Average SBA Loan Size	Headquarters	Top Local SBA Executive name title phone
28	Mission Valley Bank 9116 Sunland Blvd. Sun Valley, 91352	\$2,215,000	6	\$369,167	Sun Valley	Tamara Gurney President (818) 394-2300
29	World Trade Finance, Inc. 515 N. Central Ave., Ste. B Glendale, 91203	\$2,160,000	2	\$1,080,000	Glendale	Irene Kuo Chief Credit Officer (818) 550-0788
30	Nara Bank 3701 Wilshire Blvd., #400 Los Angeles, 90010	\$2,107,000	4	\$526,750	Los Angeles	Alvin Kang President (213) 427-6347
31	Pacific Commerce Bank 420 East Third St. #100 Los Angeles, 90013	\$2,086,000	3	\$695,333	Los Angeles	Brandon Day President, SBA Division (213) 417-0168
32	Bank of Santa Clarita 27441 Tourney Rd. #100 Santa Clarita, 91355	\$2,045,500	11	\$185,955	Santa Clarita	James D. Hicken President (661) 362-6000
33	USC Credit Union 1025 W 34th St. Los Angeles, 90089	\$1,921,500	4	\$480,375	Los Angeles	Gary Perez President/CEO (213) 821-7100
34	San Fernando Valley Small Business Development Corp. 5121 Van Nuys Blvd. 3rd Fl. Van Nuys, 91403	\$1,890,000	4	\$472,500	Van Nuys	Silverio Robledo Executive Director (818) 205-1770
35	Enterprise Funding Corp. 300 E. State St. #230 Redlands, 92373	\$1,874,000	2	\$937,000	Redlands	Gwen Bedics Business Development Officer (909) 792-3803
36	Hanmi Bank 3327 Wilshire Blvd. Los Angeles, 90010	\$1,840,000	4	\$460,000	Los Angeles	Eric Kwon SVP & Manager (213) 427-5657
37	Pacific Capital Bank, National Association 30343 Canwood St. #100 Agoura Hills, 91301	\$1,743,000	2	\$871,500	Agoura Hills	Gonzalo Fernandez Senior Vice President (818) 865-3240
38	California General¹ 250 North Orange Street Glendale, 91203	\$1,650,000	2	\$825,000	Pasadena	Ron Stoffers Chief Credit Officer (818) 550-9555
39	Ampac Tri State CDC 2603 Main St # 1150 Irvine, 92614	\$1,306,000	2	\$653,000	Irvine	Hilda Kennedy Executive Director (949) 260-8070
40	Southland Economic Development Corp. 400 N. Tustin Ave. #375 Santa Ana, 92705	\$1,145,000	2	\$572,500	Santa Ana	Matthew Davis Vice President (714) 647-1143

► Continued on page 17

sfvbj.com
SAN FERNANDO VALLEY BUSINESS JOURNAL
LOS ANGELES • GLENDALE • SANTA CLARITA VALLEY • BURBANK • CONEJO VALLEY • SIMI VALLEY • SAN FERNANDO • CALABASAS • AGOURA HILLS • ANTELOPE VALLEY
THE COMMUNITY OF BUSINESS™

Real Estate

2011 Advertising Opportunities

Don't miss the opportunity to place your advertisements with the region's top real estate companies.

Use these special real estate related issues to position yourself as an expert in the industry by promoting your completed transactions or available listings to our affluent readership while real estate is at the top of their mind. There are also special opportunities to submit articles where you can share your expertise on specific topics that can assist our readers with their real estate needs.

- Mar 28 - **Real Estate Advertising Supplement***
- Apr 11 - Largest Commercial Real Estate Firms List
Commercial Real Estate Special Report
- May 23 - Largest Property Management Firms List
Largest Leased Office Space List
- Jul 18 - Largest Residential Real Estate Firms List
Largest Title Companies List
Residential Real Estate Special Report
- Sep 12 - **Real Estate Advertising Supplement***
- Nov 21 - **Real Estate Advertising Supplement***
- Dec 26 - **Book of Lists - Real Estate Chapter**

*Advertisers have an opportunity to submit an article for consideration.

For more information on space reservation and rates, please contact
Jamie Chien at 818.676.1750 x19
or via email at jchien@sfbj.com

21600 Oxnard Street, Suite 250, Woodland Hills, California 91367
tel 818.676.1750 fax 818.676.1747 www.sfbj.com



MY
^
SMALL BUSINESS

We understand how you feel about your business, and we're here to help.

Successfully helping our clients reach their goals, since 1960.

KIRSCH KOHN & BRIDGE LLP
Certified Public Accountants and Advisors
www.kkbcpa.com | (818) 907-6500

THE LIST

LARGEST SBA LENDERS IN THE GREATER SFV

Ranked by total value of loans awarded

Continued from page 16

Rank	Lender name address	Total Value of Loans	No. Loans Awarded in 2010	Average SBA Loan Size	Headquarters	Top Local SBA Executive name title phone
41	California Credit Union 701 N. Brand Ave. #700 Glendale, 91203	\$1,035,000	10	\$103,500	Glendale	Ronald McDaniel CEO (800) 334-8788
42	Valley Economic Development Center (VEDC) 5121 Van Nuys Blvd. 3rd Fl. Van Nuys, 91403	\$978,155	83	\$11,749	Van Nuys	Roberto Barragan President (818) 907-9977
43	Santa Clara Valley Bank, N.A. 24300 Town Center Dr. #100 Valencia, 91355	\$604,000	2	\$302,000	Santa Paula	Michael Hause CEO (661) 255-9250
44	Bank of the West 300 S. Grand Ave. Los Angeles, 90071	\$541,300	2	\$270,650	San Francisco	J. Michael Shepherd President (213) 972-0200
45	Pacoima Development FCU 13168 Van Nuys Blvd. Pacoima, 91331	\$537,000	4	\$134,250	Pacoima	Antonio Pizano Branch Manager (818) 899-8506
46	Superior Financial Group, LLC 165 Lennon Ln. #101 Walnut Creek, 94598	\$467,500	43	\$10,872	Walnut Creek	Tim Jochner Founder (925) 296-0500
47	Gateway Business Bank 18000 Studebaker Rd. #550 Cerritos, 90703	\$365,500	2	\$182,750	Cerritos	Richard Proudfit CEO (562) 809-1473
48	Telesis Community 9301 Winnetka Ave. Chatsworth, 91311	\$250,000	2	\$125,000	Chatsworth	Grace Mayo President (818) 885-1226
49	Advantage Certified Development Corp. 11 Golden Shore #630 Long Beach, 90802	\$174,000	1	\$174,000	N/A	Regina Peterson Executive Director (562) 983-7450
50	Newtek Small Business Finance, Inc. 1440 Broadway 17th Fl. New York, 10018	\$155,000	2	\$77,500	New York, NY	Peter Downs National Director (212) 356-9500

Banks were ranked by the total value of loans awarded in the greater San Fernando Valley area. If two banks were tied, they were further ranked by the total number of loans. The numbers represent loans made in the greater San Fernando Valley during the calendar year of 2010. Loan information was provided by the U.S. Small Business Administration. Additional research was done by the San Fernando Valley Business Journal.

¹ now Professional Business Bank

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2011 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Reprints, (877) 652-5295 ext. 104 or e-mail jmartin@wrightsreprints.com.